COMMERCE AMERICA

U.S. Department of Commerce / October 10, 1977

Secretary Kreps EXPLORES NEW EXPORT PROSPECTS IN FAR EAST

COMMERCE COMMENT

Concerning The Burning Issue

(This column was prepared by Howard D. Tipton, Administrator of Commerce's National Fire Prevention & Control Administration.)

Since last May 28, when 164 died in the Beverly Hills Supper Club fire in Southgate, Ky., more than 2,000 Americans have died because of fires in this country. Sixty-eight lives were lost in three prison fires in less than a month this summer.

The United States, the most technologically-advanced nation in the world, holds the worst record in fire deaths, injuries and economic costs of any major industrialized country.

Why should business be concerned? Fires in the United States burn up $4 billion a year in such direct losses as furniture, building materials and equipment. Add fire prevention, firefighting, insurance and other related expenses, and the cost of fire soars toward $14 billion annually.

This total doesn't include indirect expenses that can be even more costly. Loss of profits, loss of records and documents, inflated rebuilding and replacement costs, expenses of holding key employees and replacing valuable employees who leave while the business isn't making money—all these are agonizingly familiar to anyone who has suffered a devastating fire.

Fires that aren't devastating are bad enough. Even confined to one part of a building, a fire can put an entire department out on the street. But this is mere money. What can't be measured is the potential irreparable loss of human life in a fire.

U.S. fires each year cause approximately 7,500 deaths and 300,000 injuries.

The Federal Fire Prevention and Control Act of 1974 created Commerce's National Fire Prevention and Control Administration to help states and communities solve the U.S. fire problem. But we can't do it alone.

In his proclamation designating this week Fire Prevention Week, President Carter called upon all Americans to learn basic fire prevention and personal fire safety practices and to apply these safeguards to reduce the fire toll of death, injuries and property loss. He urged the continued cooperation of government and the private sector in encouraging the use of smoke detection and fire suppression systems, and in developing an effective national fire prevention and control effort.

Business and industry need to make fire safety a priority—not just during Fire Prevention Week, but every day. Top management involvement is needed. Building owners need to insist that architects and engineers design new buildings which achieve acceptable levels of safety. Older buildings need to be made as firesafe as possible. Builders need to build structures which reach the desired level of safety, and it is up to building owners and managers to operate and maintain buildings consistent with acceptable standards of safety. It is up to building and fire officials to enforce codes to make sure that citizens are protected.

Policy decisions need to be made. Technical solutions need to be studied. Cost-effective alternatives need to be evaluated. For example, business frequently rejects high-cost sprinkler systems in buildings as economically unfeasible. Yet in the case of the Beverly Hills Supper Club fire, it is estimated that the reduction in the insurance premium alone would have paid for the cost of sprinklers over a period of four to seven years.

Government at all levels has a distinct role in helping solve the fire problem. But, if business doesn't discharge its responsibilities in this area, the government role could become that of a regulator.

Business has another responsibility. It needs to develop a conscience by making its employees aware of fire prevention. The spectacular fires happen in public buildings and businesses. But the majority of fire deaths and injuries occur in homes. Good fire prevention measures, including the development of a tested life escape plan and the purchase and installation of approved smoke detectors, can save employee lives.

How safe are you in your building? How safe are your employees? It's time to make fire prevention and control efforts a top concern. It can save lives—and money.

Howard D. Tipton

COMMERCE AMERICA

CONTENTS

Vol. II, No. 21, October 10, 1977

5

Anti-Boycott Regulations Balance U.S. Interests

Business executives seeking to comply with revised anti-boycott legislation will find practical guidance in Commerce's new proposed regulations.

8

Secretary Kreps Explores New Export Prospects In Far East

Visiting Japan and Korea during a week-long trip, the Secretary of Commerce talked with Asian leaders about import restraints and expansion of trade.

2 **Economic Highlights**

Recent gains in personal income have been smaller than in the early months of 1977 but the effect has been mitigated by moderation in the rate of inflation. In the future, however, consumer purchasing power may be adversely affected by the effect of inflation on tax rates and other factors.

4 **Newsmemo**

10 **Domestic Business Report**

Steel communities' plea gets concerted response—Treasury says five Japanese firms are dumping steel on U.S. market—Real family income gained 3 percent in 1976, reversing two-year slump—Patent Depository Libraries storehouse of data to inventors, students throughout the nation—Sun Belt cities' population gains offset drops in Northeast—Rising atmospheric carbon dioxide levels may spell future trouble—Insulation supplies seen adequate for both new and old homes—Calendar of Business Events.

12 **Key Business Indicators**

18 **International Commerce Report**

Commerce's Foreign Buyer Program attracts purchasers abroad to trade shows in U.S.—Official Trade Briefs—Norwegian banking leaders investigate U.S. investment scene—Reports from U.S. Trade Center exhibitions—Economic trends in Brazil, Qatar, Surinam, Burundi—Calendar for World Traders—Schedule of Commerce Department export promotions—Licensing, joint venture opportunities from many countries—Sales and construction leads worldwide.

COVER: Commerce Secretary Juanita M. Kreps talks with Japan's Prime Minister Takeo Fukuda about expansion of U.S. trade prospects during a trip to Asia which included meetings in Korea. Story begins on page 8.

U.S. DEPARTMENT OF COMMERCE

JUANITA M. KREPS
Secretary

SIDNEY HARMAN
Under Secretary

ERNEST A. LOTITO
Director of Communications

RICHARD BALENTINE
Editor

CLARENCE M. ZENS
Associate Editor, International Commerce

ARTHUR McDERMOTT
Associate Editor, Domestic Business

Richard E. White
Graphics Coordinator

Staff Writers:
Douglas F. Carroll, Felix Cotten, Margaret L. Hanson, Leslie Wilder.

Published biweekly by the U.S. Department of Commerce, Washington, D.C. Annual subscription rate $22 ($6 addition for foreign mailing). Single copy domestic, 90 cents. Single copy for foreign mailing, $1.20. Make checks or money orders payable to Superintendent of Documents and mail to Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or to any U.S. Department of Commerce District Office.

All subscription inquiries and address changes should be sent to the Superintendent of Documents, at the above address. This is the central distribution agency for U.S. Government publications.

Microfiche copy available at $2.25 per issue from National Technical Information Service, Springfield, Virginia 22151. Other inquiries should be sent to the U.S. Department of Commerce, 14th Street and Constitution Avenue, NW, Washington, D.C. 20230.

Controlled circulation postage paid at Merrifield, Va. Application to mail at controlled circulation rates is pending at Merrifield, Va.

Contents of this publication are not copyrighted unless indicated, and if not so indicated, the articles may be reproduced in part or in full without any prior consent. The Secretary of Commerce has determined that the publication of this periodical is necessary in the transaction of the public business required by law of this department. Use of funds for printing this periodical has been approved by the Director of the Office of Management and Budget through August 31, 1981.

Lower Inflation Rate Helps Offset Slower Income Growth

This column was prepared by Commerce Chief Economist Courtenay Slater, in collaboration with staff economist Leslie Small.

Dr. Slater

In the last few months, personal income growth has slowed substantially from the unusually high rates of increase earlier this year. Growth of real disposable income, and hence of real consumer purchasing power, has slowed less, however, because the inflation rate also has dropped. Assessing future economic prospects requires a close look not only at trends in personal income and consumer prices but also at saving rates and at the impact of inflation on effective tax rates.

Personal income in current dollars grew about $10 billion per month from March to August, down from about $16 billion per month during the first quarter of the year. The impact of this slower current-dollar income growth on real disposable income has been moderated by several factors, however. Among the most important are the lower personal income tax withholding rates which took effect in June and the markedly lower rate of increase in consumer prices in July and August. During the first six months of the year, consumer prices rose at an annual rate of 9.0 percent, due in large part to a 13.6 percent rate of increase in consumer food prices. During July and August both food and non-food commodity prices rose only very modestly and the rate of increase for the overall consumer price index (including services) was about half what it had been during the January-June period.

The inflation of recent years has impacted on real disposable incomes not only through increases in prices paid by consumers but also through the higher effective tax rates which result as rising current-dollar incomes push individuals into higher tax brackets. For example, suppose that, over several years, a person with a salary of $15,000 per year receives cost-of-living adjustments that gradually boost his salary to $20,000, or a 33 percent increase. If prices have also gone up 33 percent and the tax law has remained unchanged, this individual's real after-tax disposable income will have fallen, because the $5,000 of added income will be taxed at the higher rates required by the progressive tax system.

By cutting into consumer purchasing power, this automatic response of the tax system to inflation has a restrictive effect on the economy. Were inflation to occur only, or primarily, at times of strong economic growth and high capacity utilization, this restrictive effect would be a useful automatic stabilization device. However, as has been demonstrated rather dramatically in recent years, rapid inflation at times can occur during periods of weak demand and rising unemployment. In such circumstances, the automatic effects produced by the tax system serve to intensify the weakness of the economy. Similarly, in times such as the present, when strong economic growth is required to reduce a high level of unemployment, the tax system can work automatically to slow the growth of the private economy.

Some countries have attempted to deal with this phenomenon by providing for automatic "indexing" adjustments of personal tax rates. In the United States the response instead has been periodic tax reductions enacted by Congress.

The third chart shows personal taxes as a proportion of personal income. During the last two quarters of 1974, the bite of federal taxes rose sharply to 11.5 percent, thus reducing purchasing power and exacerbating the severe recession that was already well under way. The effective rate of taxation dropped sharply with the tax reductions and rebates of 1975 but gradually climbed back to an 11.5 percent rate in the first quarter of this year.

A more comprehensive analysis of the relationship between taxes and the economy must also consider social security taxes. The tax rates in chart 3 exclude the effects of social security taxes since personal income is determined after contributions for social insurance are deducted from the various income components. The accompanying table, however, includes the effects of social security taxes and provides comparisons of the current effective tax rate with rates at peaks and troughs of previous business cycles. The last column of figures shows the effective rates with government transfer payments removed from personal income since such payments are not usually taxable. As shown in the table, effective tax rates in the second quarter of this year again had risen very close to the peaks reached just prior to the 1975 tax cuts. The withholding tax reductions which became effective in June will go only a limited way toward reducing this ratio, and social security tax increases scheduled to take effect in January will work in the opposite direction.

The strength of consumer spending is influenced by savings patterns as well as by trends in disposable income. The saving rate had declined almost continuously during the current recovery until it reached the extraordinary low point of 4.1 percent in the first quarter of this year. The rate, calculated as the amount of unspent disposable personal income, then rose to 5.3 percent in the second quarter. This still is well below the underlying trend, as indicated in the fourth chart.

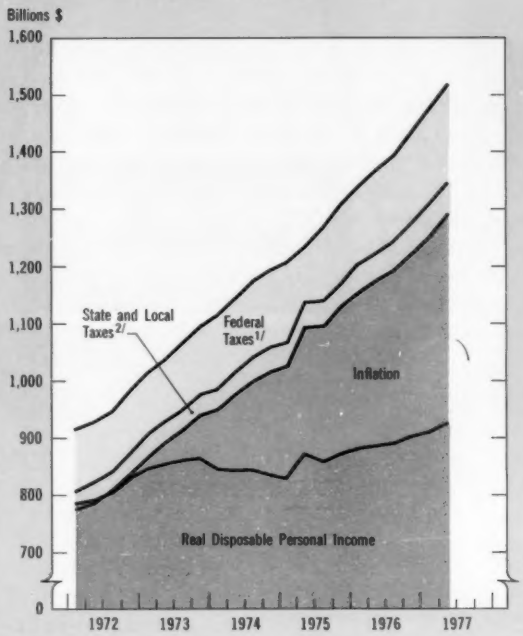
An upward shift of about 1 percent in the saving rate, to bring it close to the trendline value, would have a substantial retarding effect on consumer expenditures. Furthermore, there is also the possibility that consumers may wish to raise their rate of saving above normal levels in order to compensate for their heavy spending in recent quarters.

In sum, recent moderation in the rate of inflation is a favorable element in the outlook for growth of real consumer spending. However, the upward creep of effective tax rates and the likely desire of individuals to increase the fraction of their disposable income going into savings suggest that some tax reduction will be required if consumer spending is to maintain the pace necessary to support a strongly growing economy. The Administration's tax reform proposals, which are expected to provide some net reductions in personal taxes, thus will form an important element of an overall strategy for supporting economic growth.

CHANGES IN TAX BURDENS AT PEAKS AND TROUGHS OF RECESSIONS

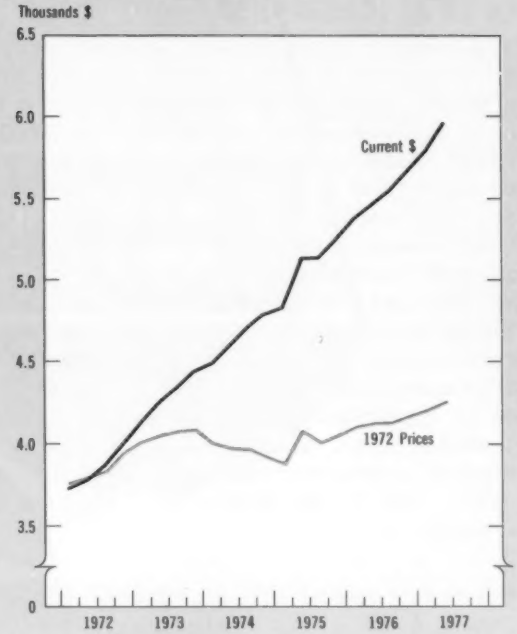
Recession Years	Taxes as a % of Personal Income			
	Incl. Transfer Payments		Excl. Transfer Payments	
	Peak	Trough	Peak	Trough
1948-49	10.5	9.5	11.0	10.2
1953-54	13.5	12.7	14.2	13.5
1957-58	13.8	13.3	14.7	14.4
1960-61	14.5	14.6	15.6	15.9
1969-70	18.1	16.9	19.8	18.8
1974-75	17.6	18.3	19.8	21.0
1977:2Q	18.1		20.8	

Personal Income and Purchasing Power

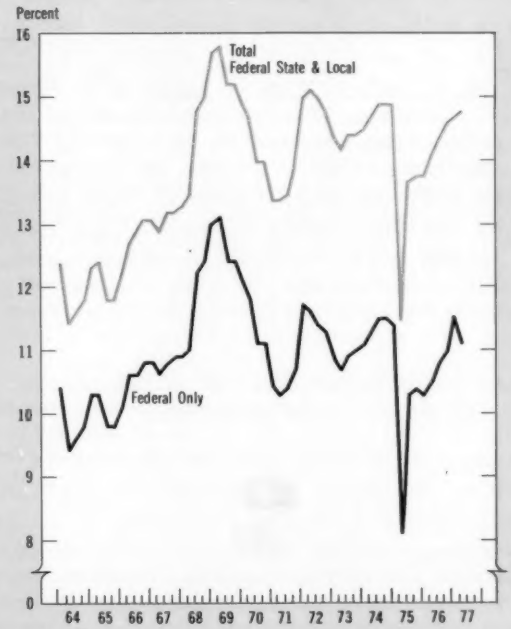


1/ Personal Federal Tax and Non-Tax Payments
2/ Personal Taxes Paid to State and Local Governments

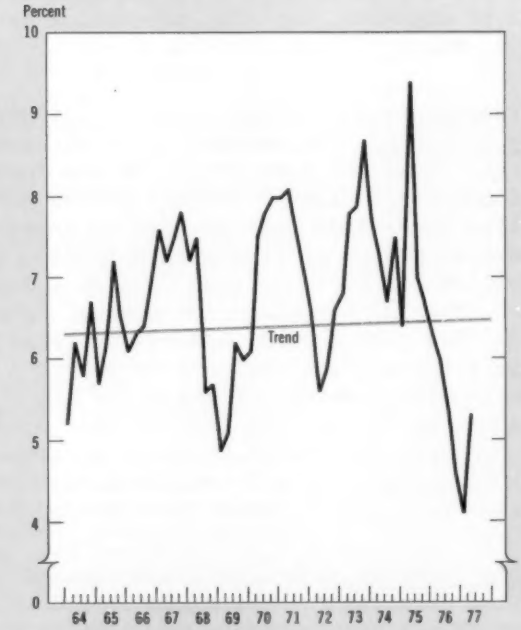
Per Capita Disposable Income



Personal Taxes as a Proportion of Personal Income



Saving Rate 3/



3/ Percent of disposable personal income saved.

Newsmemo

The federal consultant industry is in a boom period. A study of announcements in COMMERCE BUSINESS DAILY over the last three months shows more than 2,000 ads for short-term "expert and consultant" jobs sponsored by U.S. Government agencies—up more than 25 percent over the comparable 1976 period. Sought was help with TV scripts, audits of Medicare funds, collection of student loans, study of solar energy, and technical assistance to minority business, to illustrate the range of opportunity. For a sample copy of this publication, which publicizes all major government procurements, write CBD at: Rm. 1304, 433 W. Van Buren St., Chicago, Ill. 60607.

Valuable trademarks can disappear. The U.S. Trademark Assn. keeps reminding businesses that rights to a trademark are protected through proper use of the mark both by the owner and the public. Improper use of the mark can contribute to the mark becoming "generic" and losing its trademark status. This is what has happened to these former trademarks, listed by the USTA in its periodic reminder stylesheets: cellophane, corn flakes, escalator, kerosene, linoleum, milk of magnesia, aspirin, shredded wheat and yo yo.

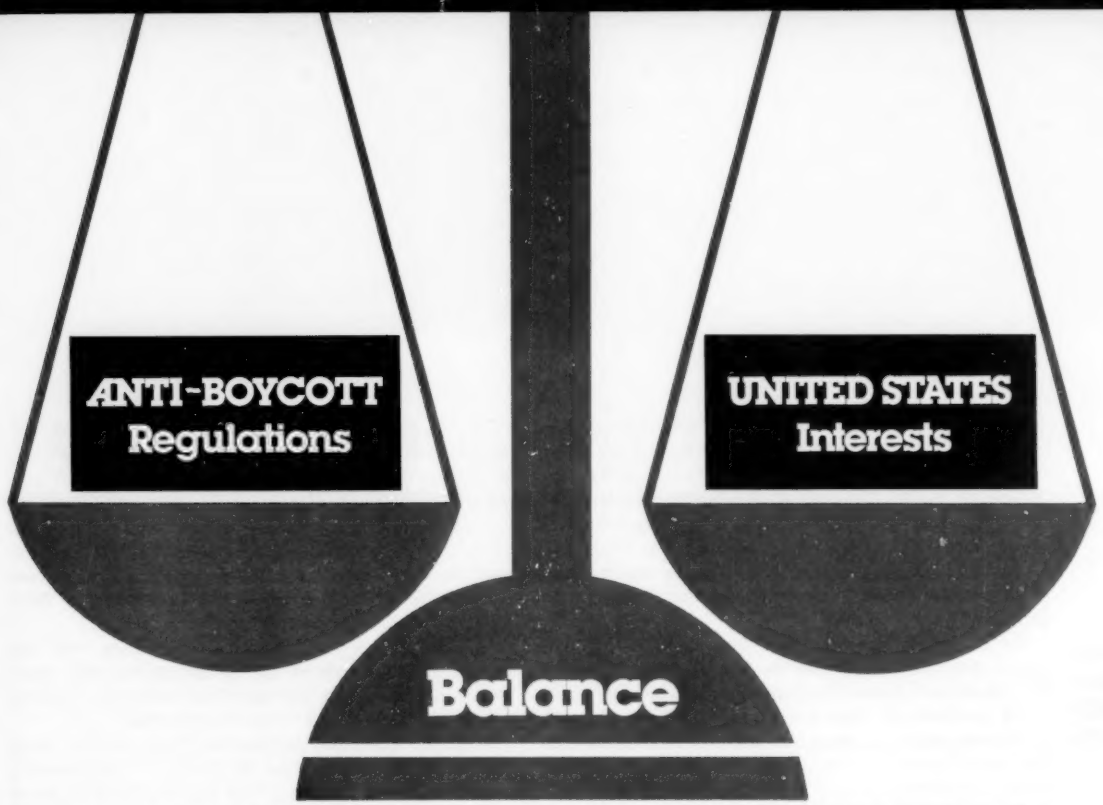
Extraordinary situations bring on extraordinary measures. That appears to be the motivation behind the appointment by the International Trade Club of Chicago—which has existed since 1919 basically as an export expansion group—of an Export Expansion Committee for 1977-78. Club president Richard D. Higgins explained the unusual special step: "The growing U.S. balance of trade deficit reveals the need for increased concern with problems of exporting and guidance in finding new markets and increasing business in present markets, particularly among smaller and medium-sized firms." Higgins is a Bell & Howell executive.

It's a changing world. An international listing of codes for the names of countries shows 15 new country names in updating an April 1976 listing. Some are complete changes, such as Benin for Dahomey, some are grammatical, such as The Bahamas for Bahamas, and some reflect political changes, such as Vietnam for the two previous names there. The code book, useful in international data interchange, is available from the Office of Technical Publications, National Bureau of Standards, Washington, D.C. 20234. Ask for NBS Special Publication LC 1067-1, "Codes for the Names of Countries."

A new series of population reports from outside the U.S. by the Census Bureau has begun, with the issuance of one on Costa Rica. AID's population specialists have assisted with the series. Presented are figures on age and sex, number of women of childbearing age, literacy, school enrollment, size of labor force, employment, life expectancy, mortality, marital status, fertility, and future population projections. Other countries to be profiled this year are Ghana, Guatemala, Panama, Sri Lanka, Jamaica, Honduras, Kenya, Republic of China (Taiwan), Chile, Mexico, Thailand, India, Republic of Korea, Indonesia and Brazil.

Despite galloping price increases, resales of single-family homes are expected to continue at a fast pace well into 1978. Making this prediction, the National Assn. of Realtors notes that the median sale price for such homes went up by $4,800 in the past year to $43,700 (July figures). The breakdown by regions: West, $59,600, up 27 percent in the year; Northeast, $44,400, up 4 percent; South, $41,300, up 11 percent, and North Central, $37,000, up 10 percent.

Book publishers are meeting surprises in their school and college trade. Unexpected growth is continuing in sales of school textbooks. Declining school enrollments appear to be offset by higher instructional expenditures per pupil. But sales of college textbooks increased only 5 percent to $268 million in January-July 1977. Publishers are disappointed here because projected gains in college enrollment should have produced sales of $275-285 million by July.



American business executives seeking to comply with new anti-boycott legislation will find practical guidance in the proposed regulations published by the Commerce Department—page after page of illustrative examples drawn from their familiar international commercial life.

These case descriptions—231 of them, by actual count—outline hypothetical but commonly encountered circumstances involving parent companies, foreign subsidiaries, branch banks, contractors, pre-award bidders, post-award suppliers, letters of credit, freight forwarders, shipping routes, trademarked products, blacklists and whitelists.

The Commerce Department had invited public participation in developing the anti-boycott regulations and has received many detailed comments in response. Now that a set of proposed regulations is available for public study—as published in the *Federal Register* of Sept. 23—the comment period will continue, until noon on Nov. 21. Final regulations are expected to be issued before Jan. 19.

Department officials, in presenting the proposed regulations, emphasized that they had been formulated to carry out the balanced aims of the legislation, which is designed on the one hand to halt the use of U.S. goods and services in foreign boycotts against friendly nations, and on the other to keep open legitimate U.S. business opportunities everywhere in the world.

In form and style, the regulations are written with practicality and clarity uppermost, as mentioned above. The subject matter, however, is difficult, full of complexities, distinctions, shadings, multi-faceted definitions of persons, actions and products, and many questions of intent and motivation.

The regulations implement new anti-boycott provisions which are a part of the Export Administration Amendments of 1977, signed into law by President Carter on June 22. The provisions include a series of prohibitions and a series of exceptions. The former covers such actions as refusal to do business, discrimination, furnishing information about persons or business relationships, and using letters of credit that contain boycott clauses. The latter covers permissible compliance with local laws or local business decisions and conditions.

When the regulations go into effect in January, U.S. policy against complying with foreign boycotts will be significantly strengthened. Under previous rules, U.S. firms were required to report boycott-related requests to the Commerce Department, but not asked what they had done in response to the requests. In October 1975 the mandatory reporting requirement was extended to include information on compliance. Meanwhile a number of states adopted or considered anti-boycott laws more stringent than the federal rules. Such laws have now been preempted by the Export Administration Amendments of 1977.

A review of the new legislation and the implementing regulations can begin by noting that two conditions must exist before an action can be judged to be in violation of the law. First, the action in question must be "in interstate or foreign commerce." Second, any action or agreement to act must be taken or knowingly agreed to be taken with intent to further or support an unsanctioned boycott.

The regulations deal with these points by presenting complete definitions of the pertinent terms, and then by offering specific explanatory examples. To make clear what is meant by "activities in interstate or foreign commerce," the regulations provide 28 specific examples. Seven of them cover letter of credit actions. On the question of intent, eight specific examples are provided (see box on page 7).

Major operating provisions of the new anti-boycott legislation include the following:

► A prohibition on U.S. persons or firms and

their foreign subsidiaries from refusing to do business with 1) firms blacklisted by a boycotting country, and 2) with boycotted friendly countries pursuant to foreign boycott demands. The regulations covering this prohibition present 24 case illustrations on a wide range of "refusals to do business." Another part of the regulations offers eight examples to help define a "controlled-in-fact foreign subsidiary."

. . . the regulations are written with practicality and clarity uppermost . . .

► A prohibition on U.S. persons or firms and their foreign subsidiaries from refusing to employ or otherwise discriminating against any U.S. persons or firms on grounds of race, religion, sex or national origin in order to comply with a foreign boycott. Nine examples in the regulations offer guidance in defining various kinds of discrimination.

► A prohibition on U.S. persons or firms and their foreign subsidiaries from furnishing information sought for boycott-related purposes about 1) another person's race, religion, sex or national origin, 2) relationships with boycotted countries or persons or firms on boycott blacklists, or 3) another person's involvement with a charitable or fraternal organization that supports a boycotted country. The regulations support their detailed explanations of these prohibitions with 23 case examples.

► A prohibition on U.S. banks from paying, honoring, confirming or otherwise implementing letters of credit that contain any illegal boycott condition or requirement. The explanation in the regulations is backed by 13 illustrative examples.

The new law contains some significant exceptions to these prohibitions, as mentioned above.

A major exception permits compliance with the requirements of a boycotting country against the import of goods or services from a boycotted country and similar prohibitions against the shipment of goods to the boycotting country on a carrier of the boycotted country or by a route other than that prescribed by the boycotting country. In effect, this simply recognizes that a primary boycott by one country against another is outside the scope of U.S. law. The regulations provide 10 case examples to spell out this exception.

A corollary exception permits compliance with import and shipping document requirements with respect to the country of origin, the name of the carrier and route of shipment, the name of the supplier of the shipment or the name of the provider of other services. However, no information knowingly furnished in response to such requirements may be stated in negative, blacklisting, or similar exclusionary terms (there is a year's grace period before this requirement takes effect). A dozen case examples are offered in the regulations to illustrate this exception.

A third exception permits compliance with requirements dealing with the "unilateral selection" by a boycotting country of carriers, insurers and suppliers of services within the boycotting country or of specific goods which are normally identifiable by source. This much-discussed exception is carefully defined—including a 9-point definition of the person who is the unilateral decision-maker—and is illustrated with 29 case examples.

A fourth exception permits compliance with the export requirements of the boycotting country relating to shipments to the boycotted country. Four examples are presented in the regulations.

Another exception permits an individual to comply with the immigration or passport requirements of the boycotting country. The regulations give seven case illustrations to help define what is permissible and what is prohibited here.

Last, there is an exception permitting a U.S. person or firm residing in a foreign country to comply with the laws and regulations of that country pertaining exclusively to activities within that country, or the import of specifically identifiable products for the person's or firm's own use, including the provision of contractual services. After a 9-point description of a bona fide resident who can qualify for this exception, the regulations give 20 case examples to illustrate the description. This series is followed by eight case examples to illustrate what is meant by "activities exclusively within a foreign country." The permission with respect to imports is supported by 12 illustrative examples.

The regulations contain the following commentary about the last exception: "It has been determined that this exception is necessary at the present time for all United States persons qualifying as bona fide residents of a foreign country, in order to avoid serious adverse economic consequences for the United States, as well as political consequences for the United States in its relations with other countries. However, the availability of the exception will be continually reviewed and carefully scrutinized. If circumstances indicate that its availability in particular instances is not necessary to avoid serious adverse economic consequences for the United States, or to avoid political consequences for the United States in its relations with other countries, it will be limited as appropriate." The regulations then state that the Commerce Department will provide advisory opinions on a case-by-case basis in this field of exceptions, as appropriate.

The regulations contain a section entitled "Evasion," and list five examples, four of which are considered evasions, and another that is regarded as an acceptable business practice.

A grace period is provided for contracts or agree-

ments that were in effect on May 16, 1977. Ordinarily this period extends to Dec. 31, 1979, but may be extended for an additional year on a case-by-case basis by the Commerce Department's Deputy Assistant Secretary for Domestic Commerce.

Reporting requirements concerning boycott-related requests are part of the new law but are not covered in the proposed regulations issued Sept. 23. They will be covered in other regulations. Penalties of up to $50,000 in fines and five years imprisonment are set forth in the Sept. 23 proposed regulations.

Examples of 'Intent'

The following verbatim excerpt from the proposed anti-boycott regulations reflects the kind of guidance that is given. In all, more than 230 such examples are presented. These below are intended to illustrate factors to be considered in determining "intent".

1) U.S. person A does business in boycotting country Y. In selecting firms to supply goods for shipment to Y, A chooses supplier B because B's products are less expensive and of higher quality than the comparable products of supplier C. A knows that C is blacklisted, but that is not a motivating factor in its selection of B. A's choice of B rather than C is not action with intent to comply with Y's boycott, because A's action is not motivated by the fact that C is blacklisted.

2) Same as 1, except that A chooses B rather than C in part because C is blacklisted by Y. Since's A's choice is in part motivated by boycott considerations, its action is taken with intent to comply with Y's boycott.

3) U.S. person A bids on a tender issued by boycotting country Y. A inadvertently fails to notice a prohibited certification which appears in the tender document. A's bid is accepted, and a contract which incorporates the prohibited certification is signed by A. Since A's bid was not motivated by boycott considerations, A's action in bidding was not taken with intent to comply with Y's boycott.

4) U.S. bank A, located in the United States, engages in letter of credit transactions involving the shipment of U.S. goods to boycotting country Y. Such letters of credit routinely contain conditions requiring prohibited certifications from the U.S. exporter. A fails to take steps to prevent the implementation of such a letter of credit despite the fact that it knows that the prohibited condition routinely appears, and that with the exercise of reasonable diligence, A could have learned of the prohibited condition in any such letter of credit. Implementation of such a letter of credit is action taken with intent to comply with Y's boycott, because A knows or should know that its procedures result in compliance with the boycott.

5) Same as 4, except that A has initiated procedures to insure that its personnel return letters of credit containing prohibited conditions. One of A's employees fails to adhere to A's procedures, and a letter of credit containing a prohibited condition is implemented. Implementation of the letter of credit is not action by A with intent to comply with Y's boycott, because the occurrence was accidental and not in compliance with A's procedures.

6) Same as 5, except that A's employees repeatedly fail to comply with A's procedures against implementing letters of credit containing prohibited conditions and A fails to take corrective measures. A's action in implementing letters of credit containing prohibited conditions will be considered action with intent to comply with Y's boycott, because A is presumed to intend the consequences of its failure to take corrective measures.

7) A, a U.S. company, is considering opening a manufacturing facility in boycotted country X. A already has such a facility in boycotting country Y. After exploring the possibilities in X, A concludes that the market does not justify the move. A knows that if it did open a plant in X, Y might object because of Y's boycott of X. A's failure to proceed with the plant in X is not action with intent to comply with Y's boycott, because Y's boycott is not a motivating factor in A's decision.

8) Same as 7, except that after exploring the possibilities in X, A concludes that, while there are reasonable prospects for profit in X, the move is not worth the difficulties it might cause with Y. Since A's action is motivated in part by its concern about Y's reaction, it is action taken with intent to comply with Y's boycott.

The period of comment by the public will continue until Nov. 21.

Secretary Kreps EXPLORES NEW EXPORT PROSPECTS IN FAR EAST

Agreements to expand U.S. trade with two major Far East nations and candid discussions of current problems of import restraints and rising protectionist attitudes were highlights of Secretary of Commerce Juanita M. Kreps' meetings with top officials of Japan and Korea last month.

The establishment of a Joint U.S.-Japan Trade Facilitation Committee to increase Japan's imports from the U.S. and thus help reduce the large U.S. trade deficit with Japan was announced after Secretary Kreps met with Prime Minister Takeo Fukuda, Minister of International Trade and Industry Tatsuo Tanaka and Minister of Agriculture Zenko Suzuki.

The committee will develop the following initiatives, as outlined by Secretary Kreps in an appearance before the American Chamber of Commerce in Tokyo:

► "We intend to arrange meetings between senior government officials and senior U.S. business executives to urge U.S. firms to increase efforts to sell to Japan. The two governments would agree to cooperate in efforts to ease significant noncommercial trade obstacles. When prospective U.S. sellers encounter such obstacles, they would be asked to report them to the Department of Commerce, and our government would then consult with the Japanese Government on these problems.

Secretary Kreps said the U.S. believes that trade restrictions are not the answer to current problems.

► "We will expand our efforts to identify products that have the greatest export potential to the Japanese market.

► "We plan to initiate studies of Japan's distribution and sales mechanisms to identify ways in which Japan's propensity to import manufactured goods can be increased. Both governments will participate in this effort.

► "We propose to expand U.S. trade promotion activities in Japan, such as trade shows and trade missions, and have been assured that official Japanese support and cooperation in these efforts will be provided.

► "We will encourage Japanese purchasing groups to visit the United States and will do everything feasible to make such visits productive.

► "With Japanese cooperation, we would arrange seminars and meetings between potential U.S. sellers and potential Japanese buyers—such as department store executives, purchasing officers of large trading companies and manufacturers—to explore ways to increase access for our goods and services to the Japanese market and to enhance their acceptance by Japanese consumers and businessmen.

► "We would emphasize to U.S. banks the importance of promoting exports to Japan, and the importance of making financing available to small to medium-size exporters. We would also urge them to communicate this to their network of clients. We believe that parallel approaches by the Japanese Government to commercial banks in Japan would be very useful."

Representatives of the American Chamber of Commerce in Japan and the American Embassy will be meeting with representatives of the Japanese Ministry of International Trade and Industry, the Keidanren (Japanese industry organization), JETRO (the Japanese foreign trade promotion unit), and the Japan-U.S. Economic Council to support this program.

Secretary Kreps emphasized in her talks in Japan and Korea the U.S. believes that trade restrictions are not the answer to current problems, and that recent measures taken in some fields of trade by the U.S. are "temporary and exceptional in nature." "We intend to get rid of them as quickly as circumstances permit," she said.

In Korea, Secretary Kreps led the U.S. delegation at the Eighth Korea-U.S. Commerce Ministers Meeting, which reviewed a wide range of issues, including the outlook for both national economies, trade facilitation measures, cooperation in the field of investment, and protections for industrial property rights.

At the Seoul discussions on Sept. 28-30 there was emphasis on measures to step up the expansion of trade both ways between the two nations. The Korean delegation, headed by Minister of Commerce and Industry Chang Yie Joon, noted that a Korean purchasing mission had been sent to the U.S. in an effort to explore possibilities for imports of more American products by Korea.

Minister Chang expressed his grave concern over the growing protectionism he observes around the world, as well as recent U.S. import restraint measures affecting Korea's major exports, such as textiles, and non-rubber footwear. He said he hopes that these measures will be terminated soon; in response Secretary Kreps pointed out to the Koreans that the U.S. had used trade restraints only reluctantly and sparingly and will remove them as soon as feasible. She also observed that Korea now has a surplus in

its trade with the U.S. after years of deficits, and said that the U.S. is "gratified by Korea's strong performance in the trade sector" and hopes to expand its exports to the Korean market in the light of this performance.

In reviewing the recent experience of U.S. exporters in the Korean market, Secretary Kreps recognized the liberalization of Korea's import system made earlier this year. Secretary Kreps expressed the hope that the present system could be further simplified and that both current requirements and planned changes could be made available in English. She noted that Korea has announced plans to make further changes in its trade regime; thus the availability to U.S. exporters of relevant information can have an important influence on their ability to compete. Minister Chang expressed satisfaction with the growing establishment of Korean banking and trade representation in the United States as an important stimulant to mutual trade, and reaffirmed his government's policy of liberalizing imports on a step-by-step basis as Korea's industries become internationally competitive and its balance of payments position improves. The Korean delegation observed that Korea plans to give advance notice of changes in trade regulations and agreed that the Korean government would give consideration to having an English-language version of the semiannual trade plan printed.

The two ministers expressed their satisfaction at the accompishments of the U.S. trade center in Seoul since its establishment in 1974. The two ministers further recognized the need for an expanded and permanent U.S. Department of Commerce Trade Center in that city in keeping with the growing commercial ties between Korea and the United States. The government of Korea expressed its interest in assisting in achieving this aim.

The U.S. delegation requested early Korean response to tropical products negotiations and other negotiating areas at Geneva. Minister Chang welcomed the United States' efforts to accelerate progress in the multilateral trade negotiations. He stated that the Korean government adheres to the principle of special and differential treatment for developing countries and fully supports the Geneva talks.

Minister Chang reviewed the investment climate in Korea, emphasizing the strong interest of his government in inducing foreign participation. Secretary Kreps expressed the view that the United States would continue to be a major participant in Korea's industrial development and stated that she was encouraged by Korea's determination to rationalize and streamline its investment laws and regulation.

The two ministers reviewed Korea's fourth Five-Year Plan and the loans and equity investments required to finance the projects contained in the Plan. In this connection, the Korean delegation observed that the U.S. Export-Import Bank's support is highly valued in Korea, and urged that the U.S. delegation assist in securing approval for the eleven priority projects, amounting to $1,496 million, which have been proposed to the Eximbank. The U.S. delegation expressed an interest in U.S. supply of equipment for the expansion of the Kori nuclear plant.

After treating these issues relating to U.S. manufactured products, the joint communique that summarized the sessions adverted to agricultural export programs, housing and other development loans, fisheries allocations, ocean freight rate problems, and assistance by the U.S. to Korean scientific and engineering efforts.

The U.S. delegation raised the issue of industrial and intellectual property rights protection in Korea. It pointed out that special benefits are available to countries belonging to the major international conventions providing such protection and urged Korea to become a member. The Korean delegation noted that their government is giving serious consideration to membership in the International Industrial Property Convention (the "Paris Union"). The U.S. delegation emphasized the importance of Korean recognition of the "Right of Priority" for patent and trademark applications filed in the United States. This right had been recognized prior to 1974 and, in the view of the U.S. delegation, should continue to be provided.

During her stay in Seoul, Secretary Kreps was received by Korea's President Park Chung Hee and Prime Minister Kyu Ha Choi.

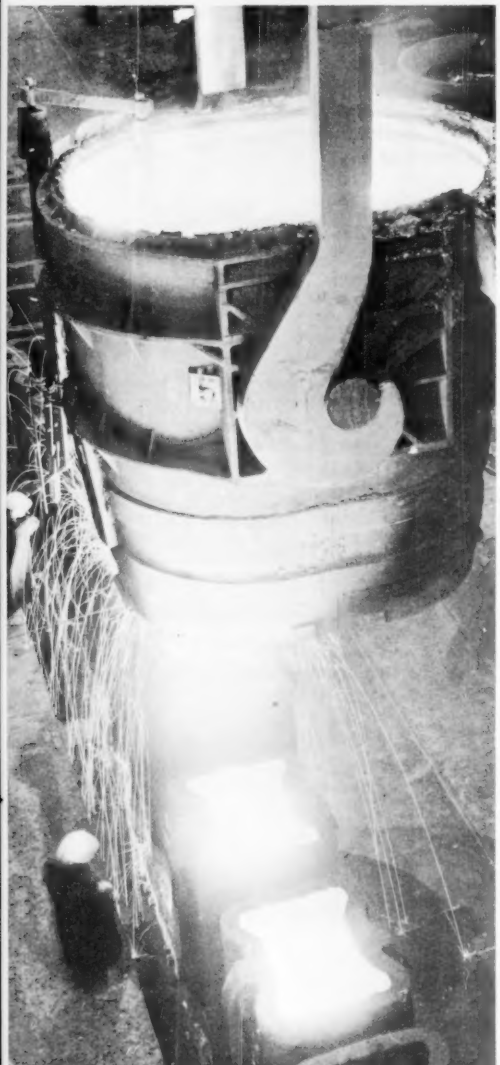
Minister Chang welcomed the United States' efforts to accelerate progress in the multilateral trade negotiations.

DISCUSSING TRADE EXPANSION UNIT—Establishment of a Joint U.S.-Japan Trade Facilitation Committee to increase Japanese imports from the United States was a major point of discussion for Japan's Minister of International Trade and Industry Tatsuo Tanaka and Secretary Kreps.

Domestic Business Report

Steel Communities' Plea Gets Concerted Response

SECRETARY KREPS PLEDGES TO DEVOTE 'ALL RESOURCES' TO STEEL TOWNS' PROBLEMS



HOT ISSUE—*A cabinet-level group is reviewing the steel industry's problems, and will forward its recommendations on possible remedial actions by the Federal Government to President Carter in November.*

Secretary of Commerce Juanita M. Kreps has directed a number of the Department's agencies to make a concerted effort to "respond quickly and with all the resources they can command" to deal with the crisis caused by shutdowns in the nation's steel industry.

Taking part in the effort will be the Economic Development Administration, the Domestic and International Business Administration, the National Bureau of Standards, and the offices of Science and Technology and Policy Development.

Secretary Kreps has also been named to a top level inter-departmental group which is studying steel's problems. Headed by Treasury Under Secretary Anthony Solomon, it will also include Labor Secretary Ray Marshall, Special Trade Representative Robert Strauss, and Chief Economic Adviser Charles Schultze. The group is expected to report its findings to Pres. Carter by late November.

"Recent events in the steel industry are creating a crisis for those communities whose economies rely heavily on steel," Secretary Kreps said. In the last 90 days, she added, various steel firms have announced layoff actions totaling approximately 16,000 jobs.

"The concentration of the industry in each affected community makes the impact greater because of loss of municipal revenues, the disruption of individual lives, and the adverse impacts to the whole regional economy," the Secretary pointed out.

"For instance," she noted, "50 percent of the manufacturing jobs in Ohio's Mahoning Valley are in basic steel. Absorption of these job losses by the communities and regions will be impossible."

Mrs. Kreps' comments came after a meeting between Commerce officials and members of the Steel Communities Coalition, which represents 30 steel-producing cities throughout the Midwest and Northeast.

The meeting was called by Anne Wexler, Deputy Under Secretary of Commerce for Regional Affairs, to consider actions to offset the impact of planned and potential shutdowns of steel production facilities.

"We're heading into a crisis that's comparable in every way to the OPEC oil embargo a few years ago," Youngstown, Ohio, Mayor Jack C. Hunter told the meeting. "We're in danger of becoming almost totally reliant on imports of steel.

"The continuing drain of jobs is affecting not only basic steel, but allied industries as well. It's reaching the point where the Japanese may agree not to ship rolled steel into this country, but then send in the finished automobile instead.

"I'm not here in behalf of the steel mills," Hunter continued. "I represent the people who work for steel—the people who work in these mills for 20 or 30 years and then are told they don't have jobs anymore.

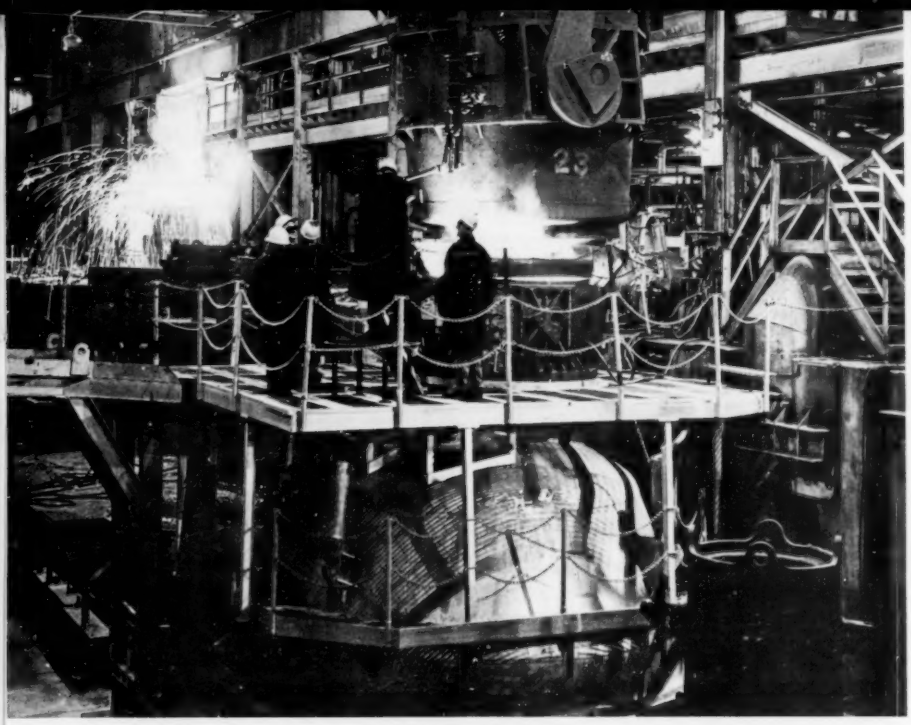
"Youngstown is probably now eligible for retraining grants. But what good is it to retrain people for jobs that don't exist?

"Federal policies have almost mandated that its aid be used for new facilities rather than promoting the development of older industrial areas. This has been good for the country as a whole, but has really discriminated against the older, competing areas. These people are not asking for a handout. They don't want charity. They want jobs."

William A. Sullivan, a member of the Steel Communities Coalition's executive committee, pointed out that "The steel company's first responsibility is to its stockholders, and it will act accordingly. The steelworkers union's first responsibility is to its members, and it will act accordingly. Only the government has the responsibility to act in behalf of the communities which are affected by these closings.

"If this process continues, the United States will not be able to meet its steel needs of the 1980s. We need a Marshall Plan for steel . . . a comprehensive plan to rebuild an entire industry.

"Steel is basic to the economies of the communities where these plants are closing. These firms are not just laying off employees and waiting for the next economic pickup to rehire them. They are permanently reducing output, and in the steel industry permanent *means* permanent. There's no relighting that hearth once it's been torn down."



BIG TICKET—*The cost of modernizing those U.S. steel plants which are outmoded with equipment such as this specially-equipped electric furnace at a Bethlehem Steel plant is prohibitive. What's needed is a Marshall Plan for steel, say representatives of steel towns, whose constituents bear the brunt of plant closings.*

"We're talking about help on a larger scale than has ever been tried before," said Thomas Foerster, a member of the Allegheny County (Pa.) Board of Commissioners, whose jurisdiction includes Pittsburgh. "It will take a multi-billion-dollar effort to do more than just scratch the surface. But one thing is certain: this country is going to have to pay the price. We can pay it now to rebuild the industry, or spend it later to pick up the pieces of these communities. We can finance a productivity rise that will keep people working and the industry competitive, or throw money down the bottomless pit of a chronically-depressed community."

Foerster proposed the establishment of a Federal Steel Bank which would make one-percent loans to steel firms that rebuild in their present locations. Several other participants also stressed the need for low-cost capital loans, pointing out that their areas already have the needed energy supplies nearby and possess the service infrastructure which would have to be built from scratch in a new location.

As to pollution control equipment which steel firms are required to install, Erie County (N.Y.) Executive Edward V. Regan called for legislation allowing its cost to be written off in one year rather than the present five. "Then we could get it installed quickly instead of taking an anti-environmental stand."

Regan also said he thought that much of the foreign steel was being sold in this country for less than it cost to produce it overseas. "Foreign steel is playing by different rules. Most of them are heavily subsidized by their governments. I would ask our government to cast a very hard eye on much of the steel that's coming into this country to see whether it is being 'dumped'."

Pittsburgh Mayor Richard Caliguiri asked for an accelerated effort by Commerce's National Bureau of Standards to develop and apply new technology which could make the industry more competitive. "So much can be done with science and technology," he pointed out. "Otherwise, we just pour millions and millions of dollars into these problems, and the problem's are still there."

TREASURY: 'JAPANESE ARE DUMPING CARBON STEEL PLATE IN U.S.'

The Treasury Department has tentatively determined that carbon steel plate from Japan is being sold in the United States at "less-than-fair value."

Importers will be required to post bonds sufficient to cover estimated dumping duties of about 32 percent on all further Japanese carbon steel plate imports.

Technically, the steel is subject to a withholding of appraisement under which the assessment of customs duties is suspended for up to six months. This allows any dumping duties which are finally determined to be levied on all imports occurring after the tentative determination.

If the final determination, which must be made within ninety days, confirms sales at less than fair value, the matter is referred to the International Trade Commission for its ruling on whether these imports have injured or threaten to injure domestic industry. The ITC must make its finding within 90 days after the final determination by the Treasury. If injury is found, dumping duties will be imposed.

The investigation involves Nippon Steel, Nippon Kokan K. K., Sumitomo Metal Industries, Kawasaki Steel, and Kobe Steel. These companies accounted for more than 70 percent of recent U.S. carbon steel plate imports from Japan.

In 1976, these imports amounted to about $174 million.

The Treasury investigation found that Japanese producers have been marketing steel plate in the United States at prices below the cost of production. The average margins of dumping, which determine the estimated dumping duties, amounted to 32 percent. These margins were calculated in most cases by comparing the purchase price paid by importers not related to the producers with the "constructed value" of the merchandise, based essentially on the estimated cost of production plus statutory minimum general expense and profit margins.

This case represents the largest volume of trade potentially affected by the 1974 cost of production amendments to the Anti-Dumping Law.

Treasury also anounced actions in two other steel import cases.

In a case involving welded stainless steel pipe and tubing from Japan, it determined that there was inadequate information to reach a tentative determination concerning sales at less than fair value, and extended for 90 days the period within which the determination must be made. Trade which amounted to about $10.7 million in 1976 is involved. A previously discontinued anti-dumping proceeding initiated by eight U.S. companies was reopened at the initiative of the International Trade Commission. The companies under investigation are Yamoto Industries, Nisshiu Steel, Stainless Pipe Industries, Brasinet Industries and Toa Seiki Company.

A final negative determination has been made under the Countervailing Duty Law in a case involving grain-oriented silicon steel from Italy. Treasury determined that there was insufficient evidence to indicate that the production or exportation of this product was benefiting from government subsidies.

The steel was produced by Terni, a company that is part of the Finsider Group, which is majority-owned by an agency of the Italian Government.

This grade of steel, which is used in electrical transformers, was last imported from Italy in 1975 in a volume of about $6.6 million.

Education, Income Promote Stability Of Marriages

The more income and education a couple has, the more likely their marriage is to last.

According to Commerce's Bureau of the Census, fully 85 percent of college-graduate couples with the husband in the 35-54 year-old bracket are still in their first marriage. Marriages where both partners were high school graduates reported that only 80 percent were in their first marriage, while the figure was 71 percent for marriages where neither partner finished high school.

Eighty-three percent of those couples whose annual income was above $20,000 reported that they were in their first marriage, while the figure was 78 percent for those in the $10-20,000 category and 72 percent for those below $10,000.

The report also found that:

—Women who remarry do so a year sooner after divorce (3.2 years) than after widowhood (4.2 years).

—Two of every 3 children under 18 live with both parents who are in their first marriage.

—One of every 8 children under 3 years of age does not live with two parents.

—70 percent of white children were living with their two parents by birth, compared to 46 percent for black children and 61 percent for those of Spanish origin.

Other sections of this report deal with the accelerating rate of divorce among young people, their chances of remarriage when children are involved, the coping of women with widowhood, and the handling of living arrangements of children.

Single copies of *Marriage, Divorce, Widowhood, and Remarriage by Family Characteristics: June 1975* are available for $1.05 from the Superintendent of Documents, GPO, Washington, D.C. 20402, or Commerce District Offices in major U.S. cities.

Going Metric Easier With New Booklet

The Metric System Day to Day was designed to help workers, company clients and the general public understand the metric system and why the United States is converting to it.

The 16-page booklet explains the common metric units and provides examples of how each unit will be used in everyday living. The reader is encouraged to think metric, and become comfortable with the system.

Single copies are available free, if a 13-cent stamp and self-addressed mailing lable are enclosed, from: American National Metric Council, 1625 Massachusetts Ave. NW., Washington, D.C. 20036. A price list for additional copies can be obtained from the same address.

KEY BUSINESS INDICATORS

QUARTERLY SERIES

Indicators	IV Qr76	I Qr77	II Qr77	Percent Change From Year Ago
GROSS NATIONAL PRODUCT (bil.$) annual rate	1,755.4	1,810.8	1,869.9	10.5
REAL GNP (% change) annual rate	1.2	7.5	6.2	4.6
CORPORATE PROFITS [1] (bil.$) annual rate	123.1	125.4	140.2	8.5
OUTPUT PER HOUR, NONFARM BUSINESS SECTOR [2] (% change) annual rate	—1.8	5.0	0.4	1.6
UNIT LABOR COST [2] (% change) annual rate	8.6	5.3	7.7	6.9
PERSONAL INCOME (bil.$) annual rate	1,432.2	1,476.8	1,517.2	11.0
REAL DISPOSABLE PERSONAL INCOME (% change) annual rate	4.9	3.1	7.3	4.1

MONTHLY SERIES

Indicators	June	July	August	Percent Change From Year Ago
RETAIL SALES (bil.$)	58.4	58.9	59.9	9.6
CONSUMER PRICE INDEX [3] (% change)	0.6	0.4	0.3	6.6
WHOLESALE PRICE INDEX [3] (% change)				
Finished Goods	0.1	0.0	0.1	6.6
Consumer	—0.2	—0.1	—0.1	6.5
Producer	0.4	0.4	0.4	6.7
Farm Products, Processed Foods and Feeds	—3.6	—2.1	—2.1	1.4
Industrial Commodities	0.3	0.5	0.5	7.1
Crude Materials	—1.6	0	1.9	11.2
NEW FACTORY ORDERS (bil.$)	111.5	108.6	111.1	13.8
Durable goods (bil.$)	58.4	56.0	58.4	15.9
FACTORY SHIPMENTS (bil.$)	110.7	109.2	111.0	12.0
BUSINESS INVENTORIES (bil.$)	315.5	317.4	—	9.0
INDUSTRIAL PRODUCTION [3] (1967 = 100)	137.9	138.9	138.2	5.3
HOUSING STARTS annual rate (mil. units)	1.90	2.08	2.02	32.2
CIVILIAN LABOR FORCE [3]				
Total (thousands)	97,641	97,305	97,697	2.5
Employed	90,679	90,561	90,771	3.3
Unemployed	6,962	6,744	6,926	—7.9
Unemployment rate (%)	7.1	6.9	7.1	*
EXPORTS (mil.$)	10,112	10,150	9,563	—1.8
IMPORTS				
F.A.S. transaction value	12,932	12,476	12,232	16.8
C.I.F. value	13,810	13,330	13,051	16.0

ALL DATA SEASONALLY ADJUSTED.

Original data from the Bureau of Economic Analysis and the Bureau of the Census except as noted.

[1] **Including inventory valuation and capital consumption adjustments.**

[2] **Federal Reserve Board.**

[3] **Bureau of Labor Statistics.**

* **Unemployment rate in August 1976 was 7.9 percent.**

As of Sept. 30, 1977

REAL '76 FAMILY INCOME REVERSED TWO-YEAR DIP; NUMBER OF POOR DOWN

U.S. family income last year increased more than enough to overcome inflation and produce the first real annual gain for American families since 1973.

Commerce's Bureau of the Census reports that the median income of all U.S. families in 1976 was $14,960, an increase of 9 percent over the 1975 figure. After adjusting for the 6 percent rise in prices during the year, the median family income increased by $450, or about 3 percent.

The 3 percent increase in real median family income marks a sharp reversal from the downward trend since 1973: real median family income decreased by 4 percent between 1973 and 1974 and by 3 percent between 1974 and 1975. Thus, the 1976 median family income of $14,960 is still lower—in terms of 1976 constant dollars—than the 1973 peak of $15,440.

The Census survey turned up another piece of good news: the number of people classified as poor declined by 3.5 percent during the year, which also reversed a two-year trend.

Reflecting the improved state of the economy during 1976, the number of persons with incomes in the "poor" category declined by approximately 900,000, from 25.9 million to 25.0 million. The number of poor had gone up by 2.5 million between 1974 and 1975, and by 1.3 million between 1973 and 1974.

The report also made the following findings:

► White families had a median income of $15,540 in 1976, which represented a 3 percent constant dollar increase following a 3 percent decrease from 1974 to 1975. In contrast, the $9,240 median income of black families showed no statistically significant change in real terms from either of the previous two years. The $10,260 median income of families of Spanish origin showed no significant statistical change from 1975 in real terms after a decline of 8 percent between 1974 and 1975.

► The 1976 median income of families in the South ($13,420) and the North Central ($15,940) regions both represented an increase in real terms of 4 percent. The 1976 median family income in the West ($15,480) was about 2 percent higher than in 1975, while the income of families in the Northeast ($15,410) did not change in real terms.

► Of the 56.7 million families in the U.S. in March, 10.1 million (17.8 percent) received incomes of $25,000 or more in 1976. There were 18.1 million families (32 percent) with incomes between $15,000 and $25,000; 11.5 million families (20.2 percent) with incomes between $10,000 and $15,000; 11.1 million (19.6 percent) with incomes between $5,000 and $10,000; and 5.8 million families (10.3 percent) with incomes below $5,000.

Copies of *Money Income and Poverty Status of Families and Persons in the U.S.: 1976 (Advance Report)*, Series P-60, No. 107, may be obtained for 90 cents from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from Department of Commerce District Offices in major U.S. cities.

New Unit Recognizes Increased Economic Role Of Arts In America

The "cultural explosion" which has been sweeping America for the past decade has helped uplift the economies as well as the tastes of many American communities.

In recognition of the increased commercial impact of the arts, Commerce has established an Office of Cultural Resources to guide the Department's activities affecting profit and non-profit arts-related industries.

"We have long overlooked the financial magnitude of cultural activities and their contributions to the gross national product and to employment," said Commerce Secretary Juanita M. Kreps. "The accelerating growth of the leisure industry, and of culturally-related activity within that industry, represent a vital economic potential that we should recognize, understand and utilize."

The office will act as a catalyst and information broker in the Department, with other government agencies, and with the private sector. It will work closely with such Commerce agencies as the Economic Development Administration, the U.S. Travel Service, the Domestic and International Business Administration, the Office of Minority Business Enterprise, and the Office of Policy Development and Coordination.

Mrs. Kreps said that EDA officials report that more and more communities are turning to the development of tourism, recreation facilities and convention facilities for economic development, with leisure and convention dollars closely tied to the cultural amenities that a community offers.

The Office of Cultural Resources also will work closely with the Department's Secretarial Representatives in the ten federal regions around the country to identify the most effective local adaptations of cultural resources as an economic development tool.

Much of the information it develops will be reported to the White House Conference on Balanced National Growth and Economic Development, to be held in January and February.

CAB Urged To Revise Method Of Setting Domestic Air Fares

The Department of Justice has urged the Civil Aeronautics Board to abandon its current method of setting passenger fares for domestic airline travel and to adopt a flexible-fare approach that would stimulate price competition.

Uniform fares are now set by the Board on the basis of industry average cost. This results in uniform prices and precludes price competition. When price competition is blocked, the airlines can only compete by offering better service.

The result, Justice said, is that "the consumer is forced to pay for unwanted and unnecessary frills such as overscheduling, low density seating and extravagant inflight entertainment."

Uniform fares also tend to stifle innovation and efficiency by protecting inefficient carriers from their more efficient rivals.

Justice urged that the CAB not establish minimum fare schedules in advance. The airlines would then be allowed to set their own fares unless the Board finds those fares to be aimed at eliminating other carriers from existing markets or preventing their entry.

Manufacturers' After-Tax Profits Up In 2nd Quarter

Manufacturers' after-tax profits averaged 5.8 cents per dollar of sales in the second quarter of 1977, compared with 5.0 cents in the first quarter of 1977 and 5.9 cents in the second quarter a year ago.

The Federal Trade Commission reports that the annual rate of return after taxes on stockholders' equity was 16.0 percent in the second quarter, compared with 13.0 percent in the first quarter and 15.7 percent a year before.

After-tax profits of manufacturing corporations in the second quarter were $19.7 billion, up $4.1 billion from the preceding quarter and $1.6 billion from second quarter 1976.

Second quarter sales of manufacturing corporations were 8.8 percent higher than in the first quarter and 10.4 percent higher than in the second quarter a year ago.

After-tax profits of mining corporations for the second quarter were $846 million, up 40.8 percent from the previous quarter.

Wholesale corporations' after-tax profits for the first quarter were $3.3 billion, up 30.1 percent from the previous quarter.

These figures based on quarterly financial reports obtained from more than 12,700 corporations were released in the FTC's Quarterly Financial Report for Manufacturing, Mining and Trade Corporations.

DEPOSITORY LIBRARIES SEEK TO EXPAND USE OF U.S. PATENT FILE

"How can we make engineering and science students more aware of the information contained in patents?"

Most engineering students graduating in the United States today probably have never seen a patent, much less worked with the body of technological information contained in the U.S. patent file, according to Dr. Jordan J. Baruch, Asst. Secretary of Commerce for Science and Technology.

Since one major reason for instituting a patent system is the early public disclosure of new technological information, it is especially worrisome that the valuable information readily available in patents is not finding its way into the hands of most engineering and science students, let alone many practicing scientists and engineers.

Indeed, Baruch maintains that it is possible to graduate as a budding scientist or engineer without ever having heard of the most complete and comprehensive collection of engineering and scientific information in the world—the file of more than four million U.S. patents.

Patents are generally recognized as a prime source of information on any particular area of technology since they trace development of an inventive concept from its inception to present day changes and refinements. The patent law requires, as an absolute condition to the grant and validity of a U.S. patent, that it must include a disclosure sufficient to enable anyone skilled in the art to which the invention pertains to make and use the invention.

Congress, for its part, has made the patents of the United States widely available for public inspection both at the United States Patent and Trademark Office and in numerous other locations.

The most complete U.S. patent file is available for inspection to anyone who visits the Public Search Room of the Patent and Trademark Office near Washington, D.C. The patent file is broken down by the U.S. Patent Classification System into sharply defined categories of related subject matter which covers over 300 classes and nearly 100,000 subclasses. Since a patent may be classified in a number of subclasses, the complete search file of four million different patents includes more than 12 million patent copies.

Baruch points out that the U.S. patent file is a dynamic body of information, constantly growing and being updated to accommodate newly-developed information. Each year approximately 70,000 original U.S. patents and 175,000 cross-references are added to the search file. New classification categories are constantly being generated to provide for new technologies and for further refinement of the classification of existing technologies. Approximately 10,000 new subclasses have thus been added over the last three years.

Naturally, not all who need to search the patent file live in the Washington, D.C., area, or can afford the time or expense to get there.

Congress, sensitive to both the geographical problem and to its Constitutional mandate "to promote the progress of . . . the useful arts," has authorized the Commissioner of Patents and Trademarks to provide copies of all issuing U.S. patente for a nominal fee to public libraries in the United States which choose to receive them. These libraries are required to maintain such copies for use by the public.

Twenty-six libraries currently maintain collections of United States patents. While a few of them have only recently acquired patents issued during recent years, most of these libraries have substantial holdings which go back to issues of 100 or more years. These "Patent Depository Libraries", listed elsewhere on this page, are geographically distributed across the United States. They provide the public with a capability for inspecting the complete patent file.

A recent survey indicates clearly that the services that these libraries can render through their patent files are not being utilized to their full extent. The Patent and Trademark Office is trying to determine why, and is investigating such factors as the organization of the Patent Classification System, and whether or not the categories (subclasses) are appropriate for engineering information purposes. It is particularly interested in receiving comments from individuals in the engineering field concerning this matter and in finding out just how useful the information contained in patents has proven to its users.

Efforts to make the public more aware of the services available through the Patent Depository Libraries have resulted in more public libraries showing an interest in joining the system. Baruch hopes to bring the collection of U.S. patents realistically within the reach of everyone in the United States.

Initiatives aimed at realizing this goal are most timely. Wider dissemination of patent information becomes ever more important as practical and cost-effective answers are sought to national challenges in areas such as housing, pollution, energy, health and full employment.

Today, with billions of dollars in public and private funds being channeled into R&D to find answers to national problems, one effect is that the files of U.S. patented technology are rapidly growing. By expanding and making as many persons as possible aware of the Patent Depository Libraries, an unexpected bonus payoff can be obtained for R&D expenditures. More particularly, the potential solution to many contemporary problems may well already exist in the vast storehouse of information in the patent file, waiting only to be recognized.

Patent Depository Libraries

New York State Library
Albany

Price Gilbert Memorial Library
Georgia Institute of Technology
Atlanta

Birmingham Public Library
Birmingham, Ala.

Boston Public Library

Buffalo & Erie County Public Library

Chicago Public Library

Public Library of Cincinnati and
Hamilton County

Cleveland Public Library

Ohio State University Libraries
Columbus

Detroit Public Library

The Frondren Library
Rice Univ., Houston

Linda Hall Library
Kansas City, Mo.

Los Angeles Public Library

Wendt Engineering Library
Univ. of Wisconsin, Madison

Milwaukee Public Library

Newark Public Library

The Research Libraries
New York Public Library

Franklin Institute Library
Philadelphia

Carnegie Library of Pittsburgh

Providence Public Library

The D. H. Hill Library
North Carolina State Univ.
Raleigh, N.C.

St. Louis Public Library

Univ. of Washington
Engineering Library, Seattle

Oklahoma State University Library
Stillwater, Okla.

Sunnyvale Patent Library
Sunnyvale, Calif.

Toledo/Lucas County Public Library
Toledo, O.

SUN BELT METROPOLITAN AREAS' GAINS OFFSET LOSSES IN NORTHEAST

Although the percentage of the U.S. population living in metropolitan areas remained virtually unchanged between 1970 and 1975, the metropolitan populations in the South and West increased their proportions of the total U.S. population from 48 percent to 49.7 percent.

More than two-thirds of the immigrants to these two regions settled in their metropolitan areas, according to a recently-issued report by Commerce's Bureau of the Census.

The 15 fastest-growing standard metropolitan statistical areas (SMSAs) from 1970 to 1975 all were in the South and West, nine of them in Florida. The following table from the report shows their ranking by percent growth:

SMSA	*% Change, 4/1/70-7/1/75*
Fort Meyers, Fla.	47.7
Fort Lauderdale, Fla.	39.1
Sarasota, Fla.	35.0
Fort Collins, Colo.	34.5
West Palm Beach-Boca Raton, Fla.	31.8
Killeen-Temple, Tex.	31.7
Orlando, Fla.	29.1
Tallahassee, Fla.	26.8
Fort Smith, Ark-Okla.	25.6
Tucson, Ariz.	25.5
Tampa-St. Petersburg, Fla.	25.4
Phoenix, Ariz.	25.4
Bryan-College Station, Tex.	24.7
Daytona Beach, Fla.	23.8
Gainesville, Fla.	23.7

The report contains population estimates for 259 SMSAs and their constituent counties.

Also included are estimates of the total metropolitan and nonmetropolitan populations for each region and state, total population of SMSAs in seven size classes, and a listing of the 20 counties having the largest percent gain in six size categories.

Totals also are listed for all counties in the U.S. by state and with a national ranking by size. Not surprisingly, the 25 fastest-growing counties in the nation from 1970 to 1975 also were located in the South and West. All had extensive in-migration, with natural increase usually playing a minor role.

Migration also was the chief factor in counties experiencing the greatest percent losses of population. Ironically, 16 of the 25 counties losing the greatest percent of population also were in the South, where 11 of the fastest-growing counties were located.

In listing the percent change in counties by size classes, the report points out that a size classification gives a more meaningful comparison because some of the counties with the greatest percent increases were smaller counties that gained relatively few in actual numbers. The 20 fastest-growing counties are listed in each of the following size categories: 500,000 or more; 100,000 to 499,999; 50,000 to 99,999; 10,000 to 49,999; 5,000 to 9,999; and under 5,000.

Copies of *Estimates of the Population of Counties and Metropolitan Areas*, are available for $2.90 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, and from Commerce District Offices in major U.S. cities.

Use Of Manufacturing Capacity Rose In June

U.S. manufacturers utilized 84 percent of their productive capacity in June, 1 percentage point more than in March, according to a survey by Commerce's Bureau of Economic Analysis.

The rate for June is 9 points above the trough of 75 percent in June 1975 and only 2 points below the peak of 86 percent in June 1973.

A 2-point increase in durable goods industries from March to June largely reflected a 6-point advance for primary metals, to 84 percent. Other increases included electrical machinery, 3 points, to 84 percent; non-electrical machinery, 2 points, to 89 percent; and aircraft, 2 points, to 71 percent. Motor vehicles declined 2 points, to 104 percent, after an 11-point advance from December to March.

Non-durables as a group showed no change, but textiles increased 2 points, to 87 percent, and petroleum declined 4 points, to 91 percent.

Primary-processed goods industries increased 1 point, to 84 percent. Advanced-processed goods industries were unchanged at 84 percent.

Capacity utilization rates are adjusted for seasonal variation.

The capacity utilization survey—conducted quarterly—asks manufacturers for actual and preferred rates of capacity utilization for the last month of each quarter.

Conducting A Supplier Survey Delineated

A series of "how to" books on procurement quality control leads off with *How To Conduct a Supplier Survey*. The book, developed by the Vendor-Vendee Technical Committee of the American Society for Quality Control, stresses step-by-step techniques for performing successful surveys, and is applicable in almost every industry or service.

The 28-page, soft-cover booklet is available from the American Society for Quality Control, 161 W. Wisconsin Ave., Milwaukee, Wis. 53203 (414-272-8575). The prices are $3.50 to members and $4.50 to nonmembers. Orders must be prepaid.

More Funds, Less Red Tape Needed To Revitalize Shellfish Industry

Far-reaching measures to protect and restore the shellfish industry, reduced on one side by pollution and harassed on the other by regulations, are recommended in a report issued by the National Marine Fisheries Service of Commerce's National Oceanic and Atmospheric Administration.

The report, "The Molluscan Shellfish Industries and Water Quality—Problems and Opportunities," has been submitted to Congress by Secretary of Commerce Juanita M. Kreps. It was prepared in response to a requirement of the Coastal Zone Management Act Amendments of 1976, which require the Commerce Secretary to review all aspects of the shellfish industry, including an evaluation of the impact of federal law on water quality.

The supply of oysters, clams, and mussels available to consumers is in jeopardy, the report contends, because waters that grow shellfish are inadequately protected and because the industry is threatened by a tangle of federal, state and local rules.

Shellfish-growing waters continue to be closed at a rate of six-tenths of 1 percent a year because of pollution from inadequate waste treatment and urban runoff. The rate of closure in the 1971-74 period, however, was one-half that of the previous five-year period.

Another problem for the industry, the report says, is its fragmented nature. The molluscan shellfish industry consists largely of small businesses, many family-owned, and most lacking mechanization.

A joint government-industry revitalization program and a mechanism to address problems of over-regulation are needed, the report concludes. It also calls for cooperative federal and state research to validate the present criteria used to define "safe" harvesting areas. Present testing methods, it says, may well be restricting the use of resources that are safe.

The report recommends funding for programs authorized to protect shellfish-growing waters, and that federal and state fish and wildlife agencies be given the resources they need to review permits and the effect of waste discharges. The report also urged increased aquaculture and habitat rehabilitation.

Contributing to the study were 22 shellfish producing states, five federal agencies, the Shellfish Institute of North America, the National Shellfisheries Association, and the Pacific Coast Oyster Grower's Association.

Copies of the report are available from the U.S. Government Printing Office, together with support studies prepared by the National Marine Fisheries Service and the universities of Delaware and Maine. The water quality study was prepared by Stanford Research Institute.

Rising Atmospheric Carbon Dioxide Levels May Spell Future Trouble

Do we live in a greenhouse? And if so, are we tampering with the controls to the point where future generations might be endangered?

A small, persistent rise in global concentrations of carbon dioxide observed by National Oceanic and Atmospheric Administration and Scripps Institution of Oceanography scientists over the past two decades may hold important implications for future climate.

Taken at the Commerce Department agency's Mauna Loa Observatory in Hawaii, the series represents the longest, most nearly continuous record of measured atmospheric carbon dioxide in existence. It is also a major piece of evidence for scientific concern whether continuing increases in atmospheric carbon dioxide will amplify the so-called "greenhouse effect," warm the earth, and cause significant changes in global climate.

The 18-year-long Mauna Loa record indicates that atmospheric carbon dioxide has increased from about 314 parts per million in 1958 to about 330 parts per million in 1976—an increase of about five percent.

It also suggests that the annual rate of increase is growing. From 1960 to 1965, for example, measured carbon dioxide at Mauna Loa increased from about 315 to about 318 parts per million, an increase of just under one percent. But between 1965 and 1970, Mauna Loa measured an increase of slightly more than one percent, and the increase was 1.2 percent between 1970 and 1975.

Because virtually all carbon dioxide added to the atmosphere comes from the combustion of fossil fuels like coal, natural gas, and petroleum, and possibly from the destruction of forests, scientists base their predictions regarding increased carbon dioxide on estimates of carbon dioxide values in 1860, when the industrial revolution began.

The carbon dioxide record from Mauna Loa, however, does not show the consistent year-to-year increase one might expect if the rather steadily increasing fossil fuel burning were the only factor affecting the rise.

Studies have shown that the departures from this hypothetical steady increase are correlated with sea-surface temperature anomalies of tropical oceans. Apparently, when the ocean warms, it releases carbon dioxide into the atmosphere.

A number of studies are using the 18-year observational record to try to determine what portion of the carbon dioxide released from fossil fuel burning over that period has remained in the atmosphere.

The researchers' chief problem is determining just how much of the atmospheric carbon dioxide is due to normal causes and how much is caused by the burning of fossil fuel.

The most practical solution to this problem is more monitoring, to provide a longer record covering several generations.

Municipal Debt Up 5.5% To $69 Billion In 1975-76

Municipal debt in the U.S. totaled $68.8 billion in the 1975-76 fiscal year, an increase of 5.5 percent over the previous year, according to a report released by Commerce's Bureau of the Census.

Of the total debt, $62.1 billion was long-term, a rise of 11.3 percent over the year, and $6.7 billion short-term, a decline of 29.3 percent. Of the long-term debt, $36.8 billion was backed by the full faith and credit of the municipalities, and $25.3 billion was non-guaranteed.

The gross debt of municipalities has increased more than 30 percent since fiscal 1971-72.

U.S. municipalities received $66.9 billion from all revenue sources in fiscal 1975-76, an increase of $7.1 billion or 12 percent over the previous year. Expenditures for cities advanced to $67.5 billion, a rise of $6.8 billion or 11 percent over the year.

Municipalities received about $13.8 billion from state governments during the year. This, together with income from the Federal Government and other local governments, mainly counties, brought city inter-governmental revenue to $22.2 billion, or 40 percent of their general revenue from all sources.

City-imposed taxes provided $23.3 billion in fiscal 1976, about 42 percent of all general revenue of municipal governments. Property taxes continued as the predominant tax revenue source, supplying $14.2 billion. However, in the last decade property tax revenue has decreased from about 38 percent to 26 percent of all general revenue due to higher inflows of federal and state grants-in-aid and shared taxes.

Education continued to take the largest share of city expenditures, $7.6 billion or 14 percent of all general spending. The next seven highest general expenditure functions were: police, $6 billion; public welfare, $4.5 billion; highways, $4.2 billion, sewerage, $3.7 billion; fire protection, $3.3 billion; parks and recreation, $2.6 billion; and hospitals, $2.5 billion.

Justice Declines Comment On Agreements Favoring Minority Subcontractors

The Department of Justice has declined to say whether it will take anti-trust action against agreements providing that general contractors give minority-owned businesses 10 percent of the subcontracting work on certain publicly-funded projects.

All projects funded under the recently-enacted $4 billion federal Local Public Works program administered by Commerce's Economic Development Administration are required to have at least 10 percent participation by minority firms.

A Baltimore law firm had queried the Justice Department as to whether it would challenge proposed agreements between the Baltimore Association of Minority Contractors and general contractors in the state calling for such participation.

Justice replied that, while it strongly endorsed increased participation by minority contractors in the construction industry throughout Maryland, such agreements might "foreclose non-minority enterprises from competing for a given percentage of subcontracting work. The proposal, therefore, appears to contemplate a private competitive restraint to effect a societal goal. The applicability of the anti-trust laws to such a program is unclear."

The letter concluded that the Department could not state its enforcement intentions because of uncertainty about the proposal's probable competitive impact.

Under Justice's Business Review Procedure, a firm or organization may submit a proposed action to the Antitrust Division and receive a statement as to whether the Division would challenge that action under the federal antitrust laws.

After a 30-day waiting period, a file containing the Business Review request, the supporting documents, and the Department's response are made available to the public and may be examined in the Legal Procedure Unit, Antitrust Division, Room 3307, Department of Justice, Washington, D.C. 20530.

Device Could Cut Fluorescent Lights' Energy Use By 25%

The fluorescent lights on three floors of a San Francisco office building will burn more efficiently—and cheaply—next year with the use of new devices developed for the Energy Department.

The devices, called electronic ballasts, are the part of the fluorescent light system that controls the flow of electrical current into the fluorescent tube. The new ballasts promise to cut electrical consumption in fluorescent lights by about 25 percent.

They will be tested for a year in a Pacific Gas and Electric Company office building in downtown San Francisco.

If used nationally, these devices could save up to 38 billion kilowatt hours of electricity annually, according to the Energy Department.

INSULATION SUPPLIES SEEN ADEQUATE FOR BOTH OLD, NEW HOMES

Please add insulation to the list of shortages that aren't likely to occur.

Despite local shortages from time to time, U.S. industry will be able to produce enough thermal insulation to retrofit the attics of all of the estimated 25 million homes which can be brought up to current standards. If these homeowners decide to insulate their walls too, supplies will be sufficient to complete the process by 1983.

And in the meantime they also will be able to satisfy the country's new home builders, who are enjoying a housing boom wherein each home requires considerably more insulation than in the carefree days of a few years ago.

These are the major findings of a recent survey by Commerce's Office of Business Research and Analysis, which drew responses from firms representing 95 percent of the industry's productive capacity.

The report also estimates that between eight and nine million U.S. homes already have been retrofitted since the beginning of the nation's energy problems. Most of this involved ceilings only, because it is cheaper and easier to add insulation to them and because the benefits of adding insulation to existing walls may not justify the expense.

At present, most manufacturers of fiber glass and rock wool are placing existing customers on allocation based on past purchases, and are not accepting new customers. Meanwhile, producers of cellulose insulation are themselves being placed on allocation by suppliers of boric acid, an important fire retardant chemical. These two independent situations have had a significant effect on the distribution patterns and local availability of these insulating materials.

Some contractors and homeowners have begun using more perlite loose fill, vermiculite loose fill, and multi-layered aluminum reflective foil for attic insulation, and urea formaldehyde foam for wall insulation. However, these products are not as common as mineral wool or cellulose, and still represent a relatively small factor in the insulation market. These products are not reported to be in short supply at present.

The report identifies national industry capacity and market demand over the long run. It does not consider localized or short term shortages, which will undoubtedly occur as legislative or other incentives are initiated or economic pressures change.

Pact Seeks Clearinghouse For Ocean Technology

A major step toward the broad transfer of technical information about the ocean among potential users and providers has been taken by Commerce's National Oceanic and Atmospheric Administration (NOAA), when it recently awarded a $46,203 contract to George Washington University to design a means for transferring the data as well as prepare a directory of organizations and personnel knowledgeable in marine mineral mining.

NOAA's Office of Ocean Engineering, in issuing the contract, noted the need for a clearinghouse of ocean technology, bringing together those desiring information with those who could provide it.

The agency envisions the activity being of value to industry, public interest groups, and government agencies at all levels.

The contract calls for GWU to identify potential users and their needs, sources of technology and the products or services produced by these sources, and a conceptual design of how needs can be matched with products and services.

Calendar Of Business Events

Oct. 16-19—Los Angeles—Oceans '77, Bonaventure Hotel. Sponsors: Marine Technology Society & IEEE Council on Oceanic Engineering. Contact: Oceans '77, Suite 504, 615 S. Flower St., Los Angeles, Calif. 90017 (213-620-1703).

Oct. 17-19 — Boulder, Colo. — Time and Frequency Calibration, National Bureau of Standards. Contact: Roger Beehler, NBS, Boulder 80302 (303-499-1000 ext. 3281).

Oct. 18-20—Detroit—Finishing '77 Conference & Exposition, Cobo Hall. Contact: Assn. for Finishing Processes/Society of Manufacturing Engineers, P.O. Box 930, Dearborn, Mich. 48128 (313-271-1500 ext. 403).

Oct. 19—New York—Economic Growth or Stagnation lecture, New York University. Contact: 212-598-2234.

Oct. 20—Los Angeles—Environmental Law Course, Beverly Hilton Hotel. Contact: Government Institutes, Inc., 4733 Bethesda Ave. NW., Washington, D.C. 20014 (301-656-1090).

Oct. 20-21 — Philadelphia — Privacy and Security in Computer-Based Information Systems, Drexel U. Contact: Continuing Professional Education, Drexel U., 32nd & Chestnut Sts., Philadelphia, Pa. 19104 (215-895-2154).

Oct. 24—Chicago—Modern Economics and Its Effect On Company Policy, Whitehall Hotel. Sponsor: Wharton School. Contact: N.Y. Management Center, 360 Lexington Ave., New York 10017 (212-953-7262).

Oct. 24-25—Los Angeles—Negotiating the Labor Contract, Sheraton Universal Hotel. Sponsor: New York U. Contact: N.Y. Management Center, see address above.

Oct. 24-26—St. Louis—3rd Annual Conference of Nat'l Fire Prevention & Control Administration. Contact: NFPCA, P.O. Box 19518, Washington, D.C. 20036.

Oct. 24-26—Houston—90th Annual Meeting of Nat'l Paint & Coatings Assn., Hyatt Regency Houston Hotel. Contact: Georgene Savickas, NPCA, 1500 Rhode Island Ave. NW., Washington, D.C. 20005 (212-462-6272).

Oct. 24-27—Chicago—Basic Commercial Energy Workshop, Institute of Gas Technology. Contact: Industrial Education, IGT, 3424 S. State St., Chicago 60616 (312-567-3881).

Oct. 24-27—St. Louis—Marketing & Design/Build/Lease seminars for the construction industry, Stan Musial's Hilton Inn. Contact: Walter Johnson, Group Communications, 6101 Southwest Freeway, Suite 401, Houston, Tex. 77057 (713-664-8818).

Oct. 25-26—Atlanta—American Apparel Mfrs. Assn. & Georgia Tech Textile Engineering School Fourth Int'l Conference, Georgia Tech Space Science Bldg. Contact: Curtis Porterfield, AAMA, 1611 N. Kent St., Suite 800, Arlington, Va. 22209 (703-524-1864).

Oct. 25-27—Cincinnati—Ohio Valley Engineering Conference/Tool & Manufacturing Exposition, Cincinnati Convention Ctr. Sponsor: Society of Manufacturing Engineers. Contact: SME, see address above.

Oct. 26-28—Philadelphia—Financial Dynamics: Fundamentals of Accounting & Finance for Women in Business, Drexel U. Contact: Drexel U., see address above.

Oct. 26-28—Philadelphia—New Trends in Sales Force Compensation, Drexel U. Contact: Drexel U., see address above.

Oct. 28 — Binghamton, N.Y. — Federal Procurement Conference, Binghamton Treadway. Sponsor: U.S. Rep. Matthew F. McHugh. Contact: Thomas Parkhurst, c/o Rep. McHugh, 310 Federal Bldg., Binghamton, New York 13901 (607-723-4425).

Oct. 29—Cambridge, Mass.—Simple, Low-Maintenance Solar Heating Systems seminar, Harvard Graduate School of Design. Contact: 617-495-2578.

International Commerce Report

Foreign Buyers At Record For U.S. Knitting Arts Show

FOREIGN SERVICE POSTS PROMOTED EVENT ABROAD, COMMERCE AIDED OVERSEAS VISITORS AT EXHIBITION

International buyer attendance at this year's Knitting Arts Exhibition (KAE) in Atlantic City set a record for the biennial event: of the more than 18,000 executives, technologists, marketing and purchasing people who came, 1,000 were buyers from countries other than the United States.

Helping to swell this total were groups of Italian and Japanese businessmen, attracted by the Commerce Department's Foreign Buyer Program, and top executives similarly urged to attend from Canada, Sweden, Netherlands, Switzerland, Germany, the United Kingdom, and from throughout Latin America.

The Foreign Buyer Program, introduced in 1974 by Commerce and U.S. Foreign Service posts to promote increased business visits to the United States, provides assistance to individuals and groups of buyers from overseas—by identifying U.S. suppliers, services and technology; setting up itineraries, business appointments, plant visits, seminars, and other arrangements best suited to the visitors' objectives; and supplying the visitors with names of U.S. firms exhibiting at domestic trade shows and seeking business abroad.

More than two hundred major U.S. trade shows, generally organized by industries or their trade associations and interested in buyers from overseas, are held throughout the year across the country. One of them is the Knitting Arts Exhibition, sponsored by the U.S. industry's three main associations: the National Association of Hosiery Manufacturers, National Knitted Outerwear Association and the National Knitwear Manufacturers Association. Traditionally a place to sample "tomorrow's technology," the exhibition represents the full gamut of knits and knitting, ranging from raw materials to finished garments to packaging. For this year's 53rd such event with 306 exhibitors, Commerce designated it as a participant in the Foreign Buyer Program. The show management firm of Robert T. Kenworthy, Inc., worked with a Commerce "project officer" in promoting the exhibition early on in overseas markets through the U.S. Foreign Service posts, and in providing facilities and services during the four days of the exhibition.

Months before show time, commercial officers abroad were "spreading the word." In all, 38 Foreign Service posts requested more than 4,000 multi-lingual brochures about the show—supplied by Kenworthy—for distribution overseas. A list of U.S. exhibitors interested in foreign buyers also was provided for prospective customers. Itineraries and appointments were arranged. During the show itself, and of particular help to visitors and exhibitors alike, reception and translation services were provided by Department personnel.

"The fact that we had professional people from the Department of Commerce available at the KAE to assist our visitors from abroad was most helpful to all of us involved in managing the show," said Kenworthy, exhibition manager.

Participating exhibitors responding to a questionnaire following the show projected dollar results of foreign buyer purchases at $2.3 million. As this represents only about a third of the exhibitors questioned, the final total is expected to be considerably higher.

During fiscal 76, 15 U.S. exhibitions

GATHERING FROM MANY LANDS—*With the help of services provided by the Commerce Foreign Buyer Program, overseas visitors at the 1977 Knitting Arts Show were recognized and processed with maximum efficiency and minimum delay.*

FOREIGN BUYERS FROM GREECE—*Leaving Athens earlier this summer for the National Housewares Exhibition in Chicago, this group of foreign buyers had been organized by the U.S. Embassy in Athens under Commerce's Foreign Buyer Program.*

were designated as participants in the Foreign Buyer Program. The most recent, the National Association of Food Equipment Manufacturers Show (NAFEM 77), was held just last month in New Orleans. Staged in the new Louisiana Superdome, this third biennial exhibition produced by NAFEM had almost 12,500 visitors. Three hundred fifty manufacturers of food equipment and supplies for restaurants, schools, hospitals and other institutions were represented in 1,000 booths occupying 100,000 square feet of space. Judging from past experience, a NAFEM official said his organization would be pleased if 300 foreign buyers were to register. By show's end, 350 from 48 countries had done so. A group of 17 came from Sydney, Australia; another group of 10, from Germany. Again and again, noted Commerce's project officer for the event, U.S. exhibitors said they were pleasantly surprised at the keen interest expressed by the many buyers from overseas.

Through 1978, the following exhibitions will get similar assistance: World Communications Exposition (INTELCOM 77), Atlanta, October; Building & Construction Exposition & Conference, and Automotive Parts and Accessories Show, Chicago, November; Exposition of Chemical Industries, Chicago, December; International Concrete & Aggregates Show, Las Vegas, and National Sporting Goods Association Show, Houston, January; Int'l Exposition for Food Processors, Chicago, February; Int'l Trucking Show, San Francisco, May; National Hardware Show, Chicago, August; Int'l Machine Tool Show, Chicago, American Hospital Association Convention, Anaheim, Calif., and Int'l Woodworking Machinery & Furniture Show, Louisville, September; Int'l Mining Show, Las Vegas, Int'l Public Works Congress & Equipment Show, Boston, Instrumentation/Automation Conference & Exhibition, Philadelphia, and National Packaging Week Expo & Assembly, Chicago, October; and Food & Dairy Exposition, Anaheim, November. Several of these events have been earlier participants.

For further details on the program, call 202-377-2068, or write: Foreign Buyer Program, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230.

Top Hungarian Trade Officials To Attend U.S. Seminars

A group of 20 Hungarian specialists will come to the U.S. this fall for a series of seminars on opportunities in U.S.-Hungarian trade. Trade, banking, planning and licensing officials are in the group. Experienced U.S. executives will also participate.

The high level Hungarian delegation will be headed by Istvan Hetenyi, State Secretary of the Planning Office. Other members of the group are Tibor Antalpeter, Director General of the Ministry of Foreign Trade; Odon Kallos, President of the Hungarian Chamber of Commerce, and Tamas Bacskai, General Manager of the Hungarian National Bank.

The programs will be held in Chicago Nov. 3, San Francisco Nov. 8, and New York Nov. 10, after a kickoff session in Washington Nov. 1. Co-sponsors with the Hungarian Chamber of Commerce are the Hungarian-U.S. Economic Council, local chambers of commerce and the Department of Commerce District Offices in the various cities. These District Offices have full details, along with Thomas H. Miner and Associates, 135 S. La Salle St., Chicago, Ill. 60603.

Official Trade Briefs

This article is another in a series of reports that describe actions affecting world trade, as compiled by the Legislative and Tariff Policy Division of the International Economic Policy and Research Bureau's Office of International Trade Policy.

THE PRESIDENT

Import Relief: The President has announced his finding that imports of **cast-iron stoves** are not causing serious injury to the domestic industry. This determination follows a tie vote by the International Trade Commission after an investigation conducted under section 201 of the Trade Act of 1974.

New Public Laws: The President signed into law H.R. 6689, the **Foreign Relations Authorization Act** of fiscal year 1978 (P.L. 95-105), and H.R. 6370, to authorize funds for activities of the **International Trade Commission** for fiscal year 1978 (P.L. 95-106).

CONGRESS

Enrolled Enactment: The Senate and House have passed, with amendments, H.R. 5262, authorizing U.S. subscriptions and contributions to six **international financial institutions**, thus clearing the measure for the President.

Senate Action: The Senate agreed to conference reports on H.R. 6415, to extend the **Export-Import Bank Act** until Sept. 30, 1978; and S. 275, the proposed **Food and Agricultural Act.** Both reports were sent to the House for action.

Bills Passed—Senate: The Senate passed and returned to the House for further action the following tariff measures already passed by the House: H.R. 422, providing duty-free treatment for any **aircraft engine** used as a temporary replacement for an engine being overhauled in the United States if duty was paid on such replacement engine during a previous importation; H.R. 1904, suspending until July 1, 1980, the duty on **intravenous fat emulsion**, with amendments providing temporary duty-free treatment through June 30, 1980, on imports of **color couplers** and **coupler intermediates** and temporary duty-free treatment through Dec. 31, 1978, for imports of certain **field glasses, opera glasses, binoculars** and **other telescopes**; H.R. 2849, suspending until June 30, 1978, the rate of duty on **mattress blanks of rubber latex**, with an amendment providing for duty-free treatment of **competition bobsleds and luges**; H.R. 2850, to suspend through June 30, 1978, the duty on certain **latex sheets**, with amendments providing duty-free entry for imports of

synthetic rutile and providing that **acrylic resin** materials must be usefully processed in a commercial sense before they can be classified as processed for tariff purposes; H.R. 2982, to suspend until June 30, 1980, the duty on **synthetic tantalum/columbium concentrate**, with amendments suspending until the close of June 30, 1980, the duty on concentrate of **poppy straw** and certain **bicycle parts**; H.R. 3093, to provide permanent duty-free treatment for certain **copying lathes** used for making rough or finished shoe lasts and parts thereof, with amendments to provide for duty-free treatment until July 1, 1980, for imports of certain **coarse wool** and to provide duty-free treatment for imports of **istle**; H.R. 3259, to continue until June 30, 1978, suspension of duty on **certain horses**, with amendments to permit duty-free entry of **Canadian crude petroleum** and **crude shale oil** and to suspend until the close of June 30, 1980, the import duty on **doxorubicin hydrochloride**; and H.R. 3373, extending through June 30, 1980, the current suspension of duty on certain **classifications of yarns of silk.**

Committee Hearings—Senate: The Committee on Banking, Housing and Urban Affairs' Subcommittee on International Finance held hearings on H.R. 7738, to revise the President's power to place **emergency controls on international economic transactions.** Testimony was given by public and private witnesses.

The Committee on Commerce, Science and Transportation held joint hearings with the Energy and Natural Resources Committee's Subcommittee on Public Lands and Resources on S. 2053, to promote the orderly and environmentally sound exploration for and commercial recovery of **hard mineral resources** of the deep seabed. Testimony was heard from Richard A. Frank, Administrator, National Oceanic and Atmospheric Administration, Department of Commerce, and other public and private witnesses.

Committee Hearings—House: The Ways and Means' Subcommittee on Trade held a hearing on world **steel** trade, current trends and structural problems. Testimony was heard from Frank Weil, Assistant Secretary of Commerce for Domestic and International Business, Ambassador Robert Strauss, the President's Special Representative for Trade Negotiations, and public, private and academic witnesses.

The Subcommittee also held hearings on H. Res. 238 and 320 expressing the sense of the House that the President should take action to remove trade restrictions imposed by the European Communities on imports of **canned fruits, juices** and **vegetables.** Tesitmony was given by public and private witnesses. A similar resolution, S.Res. 76, has been passed by the Senate.

The Subcommittee on International Economic Policy and Trade of the International Relations Committee held a hearing on the coordination of U.S. **international economic policy.**

Committee Action—House: The Ways and Means Committee ordered the following bills favorably reported to the House floor: H.R. 8149, amended, the **Customs Procedural Reform Act**; H.R. 5858, to permit the free entry of **Canadian petroleum** and **crude shale oil**; and H.R. 5643, amended, to implement the United Nations Convention on the Means of Prohibiting and Preventing the Illicit Import, Export and Transfer of Ownership of Cultural Property.

The Subcommittee on International Economic Policy and Trade of the Committee on International Relations met and approved for full committee action a clean bill, to be introduced in lieu of H.R. 7854, to extend and revise the **Overseas Private Investment Corporation** (OPIC).

New Legislation: In the first session of the 95th Congress, 216 trade-related bills have been introduced. Those not previously reported in this column include: H.R. 9016, and H.R. 9283 to amend the Tariff Act of 1930 with respect to **item 807.00**; H.R. 9022, to amend the Trade Act of 1974 to provide that the President may not reduce or terminate **import relief** if the Congress disapproves such action; H.R. 9026, H.R. 9243, and H.R. 9273, to provide for orderly trade in iron and steel products; H.R. 9104, to amend the Tariff Schedules of the U.S. to prohibit the importation of **coal** and of certain articles of **uranium**; H.R. 9162, to require annual quotas on **steel** which may be brought or imported into the U.S.; H.R. 9164, to amend the Agricultural Adjustment Act of 1933, to subject imported **tomatoes** to restrictions comparable to those applicable to domestic tomatoes.

Also, H.R. 9179, to amend the Foreign Assistance Act of 1961 with respect to the activities of the **Overseas Private Investment Corporation**; H.R. 9214, to amend the **Bretton Woods Agreement Act** to authorize the United States to participate in the Supplementary Financing Facility of the International Monetary Fund; H.R. 9249 and H.R. 9256, relating to the importation of **meat and meat food products**; H.R. 9252 and H.R. 9254, to prohibit the importation of **Ugandan** products into the United States; H.R. 9253, to amend the International Coffee Agreement Act of 1968 to prohibit the importation into the United States of **coffee** which is the product of Uganda; H. Res. 761 and H. Res. 772, urging the International Trade Commission to recommend to the President the continuation of existing import restraints on **specialty steel**; S. 2085, to encourage the orderly development of **deep ocean mining**; and S. 2124, to increase the tariff on imported **copper** and to exclude copper imports from the Generalized System of Preferences.

TREASURY DEPARTMENT

Antidumping Cases: The Treasury Department has announced the issuance of formal findings of dumping in the cases involving **self-propelled bituminous paving equipment** from Canada and **metal-walled above-ground swimming pools** from Japan. These formal findings follow affirmative determinations of both sales at less-than-fair value and of injury, as a result of such sales, to the related domestic industries. (NOTE: Story on **carbon steel plate** from Japan is on page 11.)

The Department has also made three final affirmative findings of sales at less-than-fair value, within the meaning of the antidumping law and has referred the cases to the U.S. International Trade Commission (ITC) for injury determinations. The products involved are **saccharin** from Japan, **saccharin** from Korea, and **railway track maintenance equipment** from Austria. In addition, preliminary affirmative findings of sales at less-than-fair value have been made for cases involving **ice hockey sticks** from Finland, **leather wearing apparel** from Argentina and Uruguay, and **impression fabric of manmade fiber** from Japan. The determination in the impression fabric case applies to Nissei Company, Ltd.; Asahi Co. was tentatively excluded from the determination on the basis of minimal dumping margins; and the investigation of imports from Shirasaki Tape Co., Ltd. has been tentatively discontinued, on the basis of minimal dumping margins and price assurances.

In other antidumping action, the Department has announced modifications of five outstanding dumping determinations. Amex Potash, Ltd. and Duval Corp., have been excluded from a finding of dumping of **potassium chloride** from Canada. In addition, the Department has tentatively decided to exclude the Honda Motor Co., Ltd. and Enuma Chain Manufacturing Co., Ltd., from its dumping finding regarding **roller chains** from Japan and to exclude certain clear sheet glass sold by Saint-Gobain Industries from the dumping determination involving **clear sheet glass** from France. Also the dumping finding on **elemental sulphur** from Mexico has been tentatively modified to exclude Azufrera Panamericana, S.A. All these modifications are based on no sales at less-than-fair value over a period of assurances.

Also, two new antidumping investigations have been opened by Treasury. The cases involve **portland hydraulic cement** from Canada, and **sorbates** from Japan.

Finally, the Department has referred a new case involving **methyl alcohol** from **Brazil** to the International Trade Commission under section 201(c)(2) of the

Antidumping Act of 1921. That section provides that if the Secretary of the Treasury determines that there is substantial doubt as to the existence of injury he may refer the case to the ITC prior to a sales at less-than-fair value determination. If the ITC determines that there is no reasonable indication that a U.S. industry is being injured, the entire antidumping investigation shall be terminated.

Countervailing Duty Cases: The Department has initiated two new actions under the countervailing duty law to determine whether bounties or grants are being paid on exports to the United States of the subject products. The cases involve **nonrubber footwear** from Uruguay and **diuron** from Israel.

In other countervailing duty action, Treasury has modified its order imposing additional duties on imports of certain **handbags** from the Republic of China so as to exclude from the order goods from the Yashiro Wang Fuchi Co., Ltd., and Champion Industries, Ltd. The modification follows receipt of additional information indicating that no countervailable subsidy is being or has been paid on exports by these companies.

COMMERCE DEPARTMENT

Trade Adjustment Assistance For Firms: The Commerce Department has recently certified two firms as eligible to apply for trade adjustment assistance. One firm is a producer of **handbags** and the other is a producer of **sweaters** for men, boys, and children.

LABOR DEPARTMENT

Adjustment Assistance Certification: The Labor Department, having found that more than 10,717 workers have been or may become unemployed as a result of increased imports, has certified those workers as eligible to apply for adjustment assistance. The workers involved deal in the following goods and services: **shoes, textiles** and **textile products, convergence boards and inductors, ferrochrome, ferromanganese, nails and staples, carbon steel products, industrial fasteners, spinning rings, twister rings, stainless steel flatware, weaving looms, steel bars, foundation garments, hot rolled plate and sheet, electronic quartz crystals, steel pipe fittings, squeeze toys, steel pipe, footwear, baseball caps, reinforcing bars, carbon composition resistors, electronic digital watches, matrices for hot metal, typesetting machines, coke and coke byproduct chemicals, steel finishing, shipping and warehousing,** and **sugar.**

Denials: The Department denied petitions on behalf of some 13,645 workers engaged in the manufacture or processing of the following products and conduct of the following services: **mending machines and parts, textile products, gray iron castings and power transmission equipment, hand-pressed decorative glass, shrimp, wire products, wheels and axles, footwear, ferrosilicon, ferromanganese, silicomanganese, pig iron and hot metal, fuel controls, environmental control systems, steel storage tanks, alloy hot rolled bar-size light shapes, welded pipe, reinforcing carbon steel products, metal fasteners, specialty fasteners and systems, circular knit fabric, beer and soda and coffee and peanut cans, shovels and spades, fabricated structural products, stainless steel tubing, aircraft locknuts, iron rolls and auto body die holders, valves and fittings, glass making machinery, blasting agents, sales representative services, teaching, steel rails, cutting edges, steel mining products,** and **sugar.**

Investigations: In investigations recently initiated by the Department to determine whether workers at various plants are eligible to apply for adjustment assistance, the products most frequently involved are **textile** products, **shoes** and **metal** products.

INTERNATIONAL TRADE COMMISSION

Antidumping Cases: The U.S. International Trade Commission (ITC) recently announced its findings in two antidumping investigations. The Commission found that sales in the United States at less-than-fair value of imports of **pressure sensitive tape** from Italy are causing injury to a domestic industry, within the meaning of the antidumping law, while imports of such products from West Germany were found not to be causing injury to a domestic industry.

The ITC has also opened new injury investigations following Treasury findings of sales at less-than-fair value, involving **saccharin** from Japan and Korea and **railway track maintenance equipment** from Austria. Hearings regarding saccharin from Korea will begin at 10 a.m., Oct. 26 in the ITC Hearing Room, 701 E St., NW., Washington, D.C. 20436. Requests to appear shall be filed in writing with the ITC Secretary by noon, Oct. 21.

Section 603 Investigations: The ITC has terminated its investigation regarding **television receivers** from Japan, which was instituted pursuant to section 603 of the Trade Act of 1974 for the purpose of determining whether to institute a section 337 (unfair trade practices) investigation. The 603 investigation was closed with no determination on the issue being made.

Section 337-Unfair Trade Practices: The ITC will hold hearings in the case brought under section 337 of the Tariff Act of 1930 alleging unfair trade practices involving imports of **certain dot matrix impact printers.** The hearings are scheduled to begin at 10 a.m. on Oct. 31, in the Hearing Room of the Administrative Law Judge, Room 610, Bicentennial Building, 600 E St., NW., Washington, D.C.

Section 332 Investigations: The ITC has submitted a report to the Senate Committee on Finance stating the results of an investigation conducted pursuant to section 332 of the Tariff Act of 1930 to analyze the impact of the **"Gas Guzzler" Tax** as compared with the impact of the President's Fuel Efficiency Tax Proposal.

Also, public hearings have been scheduled in the section 332 investigation being conducted by the ITC to analyze conditions of competition in the western U.S. steel market between certain domestic and foreign **steel products.** Hearings will be held on Nov. 7 in Denver, Nov. 9 in Los Angeles, Jan. 24 in Portland, and March 14 in San Francisco.

INTERNATIONAL

Foreign Antidumping Actions: The Canadian Antidumping Tribunal has recently concluded two antidumping cases, involving products originating in the United States, with findings of no material injury to Canadian production of like goods. The products involved are **acrylic sheet** and **forced warm air furnaces used in mobile homes.**

Foreign Safeguard Actions: The Australian Government has announced its decision to continue the current system of global licensing applied to the importation of domestic **electrical chest freezers** of up to 350 liters capacity. The quota available initially for imports in the six-month period to Feb. 9, 1978 will be 10,000 units.

In Canada, the Ministry of Industry, Trade and Commerce announced that, effective Sept. 1, imports from all sources of **women's and girls' footwear,** other than rubber or canvas, would be placed on an import control list to permit monitoring and that discussions are being initiated with major suppliers to conclude orderly marketing arrangements covering trade in the products.

In addition, the Canadian Government has completed a study showing that imports of all **footwear** other than rubber and canvas, are being made in such quantities, at such prices and under such conditions as to cause or threaten serious injury to Canadian production of like or directly competitive goods. The Canadian Government is presently considering what course of action should be taken in light of these findings.

Finally, the Government of New Zealand has announced removal of temporary import licensing controls on certain **light weight polyester fabrics** and recontrol of certain other **polyester** and curtain and net fabrics presently subject to temporary control.

NORWEGIANS LOOK AT U.S.—*A group of top-ranking Norwegian bankers met recently with U.S. government and business executives at the Commerce Department to explore the possibilities for large-scale investment of Norwegian oil money in this country. Discussions centered on anti-trust, tax, legal and marketing matters, site selection, financial networks and other essential ingredients in the investment decision-making process. All participants agreed that Norwegian investment in the United States would be in the long-term interests of both countries. Commerce's Richard Roberts (left), seminar chairman, notes that inward investment provides jobs for Americans, promotes transfer of technology, encourages manufacture here of items that we now import, and broadens the tax base for local, state and federal government. In this view are, seated from left, Roberts; Vilhelm Kierulf, Vice-Chairman, Norwegian Bankers' Assn.; Kjell Vollelv, Chairman, Council of the Regional Banks; Tor Brandeggen, Vice-Chairman, Council of the Regional Banks; Torjus Ravnaas, President, Kristiansands Og Oplands Privatbank A/S; and Gunnar Lorentzen, President, A/S Bergens Skillingsbank. Standing, also from left, are Don Clark, Director, International Division, King and Spalding law firm; Per Gustavsen, Mng. Dir., Distriktsbankenes Rad; and Merritt E. Freeman, Acting Director of Commerce's Office of Export Development. The Norwegians visited the International Monetary Fund and Small Business Administration, as well as banks in west coast cities and New York and Boston, before leaving for home Oct. 1.*

COMPUTERIZATION IN ITALY EXPANDING RAPIDLY, U.S. EDP EXHIBITORS BENEFIT

Italy has been described as "undercomputerized" in comparison with other major European countries, and Italian firms and government agencies are taking steps to alter the picture. The impact of this trend toward more widespread computerization was demonstrated recently at the Milan U.S. Trade Center during its sixth annual computer exhibition.

Said to be the only computer show in Italy, this exhibition has had continuing and growing success since its inception in 1972, and EDP USA 77 topped them all. Direct sales by show's end totaled $4.5 million, and 12-month projections by the 57 exhibitors representing 93 companies were at $41.6 million.

Attendance covered the whole spectrum of the country's economy, from the large users—for example, Olivetti, Fiat, the major banks and insurance companies—to the medium sized manufacturing industries such as publishing houses and cosmetics manufacturers. From surrounding countries as well, 3,000 "invitation only" trade visitors attended this year's event.

EQUIPMENT AT WORK— *During the recent EDP show in the Milan U.S. Trade Center, a computerized terminal was set up to register the many trade visitors.*

Recent market research by an independent firm indicates that the Italian market for EDP equipment will reach $800 million plus by 1980. With the termination of the Italian import deposit tax, and the ending of the Italian foreign exchange purchase tax, agents for American EDP firms, along with those companies that have established Italian marketing offices and representatives, are reporting sales at an alltime record level.

One of this year's participants, a new-to-market firm displaying software and hardware systems and expecting to chalk up $1-2 million in sales during the next 12 months, said that his company must now commit itself to opening an office in Italy as soon as possible. The firm expects to appoint as many as five export representatives during the next year.

On-the-spot exposure to Italy's rapidly expanding EDP market is available to U.S. suppliers of computers, minicomputers, and peripherals—through next year's EDP USA, to be held May 9-13 (see *U.S. Promotions Abroad* schedule on page 30).

Japan's Growing Chemical Production Spurs Prospects For Laboratory Instruments

Japan ranks second only to the United States in chemical production, with a current annual value of about $36 billion. This figure is expected to increase during the next few years and the need for laboratory instrumentation, to expand in relation to

INSTRUMENTS SHOW IN JAPAN—*At U.S. Trade Center, Tokyo, Coleman Instruments Division representative demonstrates his company's spectrophotometers to a prospective customer.*

production. The United States has about 50 percent of Japan's import market for these items.

After a recent exhibition featuring analytical chemistry and applied spectroscopy instruments at the Tokyo U.S. Trade Center, some of the exhibitors and their local representatives indicated that, on the whole, U.S.-made analytical instruments are higher priced than comparable Japanese products. They also stated, however, that those advanced products which are not available from local producers and those with special features sell well in Japan regardless of price.

Japanese basic technology in this field is said to be reaching the U.S. level. Because of the progress that has been made by Japanese manufacturers, U.S.-made high-speed liquid chromatographs and automatic chemical analyzers—which dominated the Japanese market until recently—are facing increasing competition. Many exhibitors and visitors believed, however, that Japanese end users still rely on U.S. suppliers to obtain the sophistication required for industrial and clinical research and pollution analysis and to insure accuracy, reliability and ease of operation.

The 27 participants representing 37 U.S. firms, 34 of whom were new to the market, reported immediate sales of $1,030,723 and 12-month projections at $10.8 million. Four sales representatives were appointed during the exhibition. Also, for the first time in Tokyo Trade Center history, one of the exhibitors appointed not only a Japanese agent but a Taiwanese representative as well. Two other exhibitors achieved substantial sales in Korea and Taiwan.

Growing Vehicle Population In Iran Signals Need For Test, Repair Equipment

The annual growth rate for vehicles in Iran has exceeded 20 percent in recent years, and this trend is expected to continue. During a July show of automotive diagnostic and repair equipment at the Tehran U.S. Trade Center, not one of the 11 participants—representing 16 exhibitors—felt that there were any serious marketing problems for his firm's equipment, and all were enthusiastic about sales opportunities.

Products considered to have the best potential were equipment for body and frame straightening, wheel alignment and balancing, automatic tire changing, valve reconditioning, exhaust analyzing, and brake testing; tire chains, gages, portable test instruments, power steering products and repair equipment, thermostats, gaskets, ignition system parts, computerized vehicle test and diagnostic systems, and lubrication products and equipment. Battery charging equipment, hubodometers, and speedometers appear to have moderate potential.

In addition to the Iranian economy's growing demands for trucks and buses, the automobile has become the most tangible and useful status symbol for the country's expanding middle class, the U.S. Embassy reports. While general habits regarding preventive maintenance appear to be improving in Iran, thus supporting the test and diagnostic equipment market, it seems doubtful that driving patterns will change appreciably over the next five years, which would support the market for repair equipment.

Large institutional end users, whether private or public, will undoubtedly continue to increase their use of automotive vehicles, and of related repair and diagnostic equipment.

Sales during the show reached $699,696; 12-month projections, $4.2 million. Nine export representatives were appointed.

ANALYZING IN IRAN—*At Tehran U.S. Trade Center show, Sun Electric's P. Higgins explains his firm's engine analyzing equipment to Iranian visitors.*

SECURITY IN AUSTRALIA — *Howard Hammer (right), Interstate Engineering, describes the firm's portable alarm devices at Sydney U.S. Trade Center show.*

Higher Price Tags Of U.S. Security Equipment Not Seen As Bar To Sales In Australia

Australian distributors and end users of safety and security equipment appear able to overlook the higher price tags of U.S. equipment in order to obtain the advantages of its technology and sophistication.

Local acceptance of U.S. safety and security equipment, coupled with the fact that there are no existing tariff barriers preventing its import, contributed to the success of Sydney's recent U.S. Trade Center exhibition. The 41 exhibits, at what proved to be the Trade Center's largest show, attracted some 1,400 visitors, including some from Indonesia, the Philippines, New Guinea, and New Zealand.

Exhibitors indicated that local demand, which accounts for consumption of some $151 million annually, should result in increased need for computer-based security systems offering greater feasibility and economy. Imports, currently approaching $50 million annually, should account for an ever-increasing share of consumption, especially in the categories of bullet proof glass for banks, constant surveillance cameras, photo ID systems, domestic detection systems and sensors of all types, and X-ray security screening and inspection units.

Market potential should continue to grow during the next 12 months, and exhibitors point out that it may be even greater over the long term—especially as Australia is four to six years behind Europe and the United States in its application of security systems and technology.

Floor sales during the exhibition totaled $132,000; projected for next 12 months, $4.5 million. Fourteen representatives were appointed by show's end; 15 were under negotiation.

BRAZIL GIVES TOP PRIORITY TO DRIVE ON INFLATION; GROWTH PACE MODERATES

After a rate of economic growth of 8.8 percent in 1976, more than double the previous year's pace, Brazil's performance is expected to be in the 4-6 percent range when this year's returns are in. Inflation last year was 46.3 percent, the highest rate in 12 years, and it continued high in early 1977, with some signs of slackening in the summer months. The rate of inflation for this year is likely to be on the order of 40 percent, notes the U.S. Embassy in Brasilia.

The government considers the fight against inflation its top economic priority. It hopes to bring inflationary pressures under control gradually without causing major unemployment and liquidity crises for business. Credit ceilings are being lowered, and President Geisel has given powers to control prices to the Finance Minister. Following a year of high growth and high profits, this policy of restraint has caused considerable unease and controversy. Unemployment, for instance, has increased in certain industries, including the important automobile and construction industries. While some economists wish the government to curtail credit expansion more severely, part of the industrial community is concerned that the anti-inflation drive eventually will lead to a sharp recession, resulting in severe damage to private firms.

Brazil's external payments position this year appears to be strong. Exports have increased substantially, owing particularly to high world prices for coffee, and to a lesser extent to soybean prices and to gains in exports of manufactured goods. For the year as a whole, exports are now projected in the $12-13 billion range. If coffee exports, recently stalled, regain momentum, Brazil may this year show a modest surplus in its trade account. External financing requirements will be substantially lower this year (although still high), thus helping to maintain Brazil's high international credit standing. In 1976, Brazil's medium and long-term debt increased by $4.7 billion, to $25.9 billion. Foreign exchange reserves at the end of 1976 were $6.5 billion.

Brazil's import substitution policy limits imports virtually to essential primary materials and to advanced types of machinery and equipment not produced in Brazil. Imports from the United States declined from $3.1 billion in 1975 to $2.8 billion in 1976, but the U.S. share of Brazilian non-oil imports decreased only slightly, from 32.2 to 32.0 percent. The 25 percent reduction in public investment decreed for 1977, and the effect on the economy of the government's anti-inflation measures, may well cause imports of machinery and equipment this year to fall slightly below last year's level of $3.5 billion.

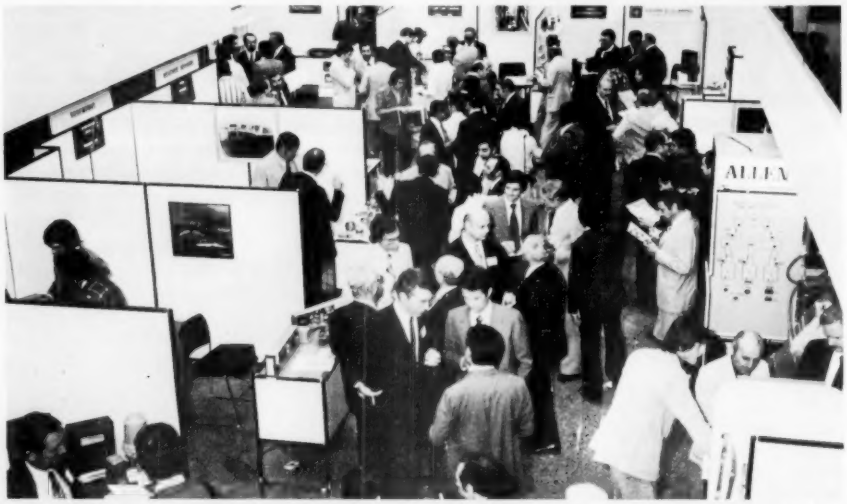
In response to pressure from private Brazilian-owned industry, the government is requiring an even greater share of domestically-produced equipment in public investment projects and in private projects enjoying government tax or financial benefits. There is a progressive increase in the goals (70-85 percent for most projects depending on the ability of Brazilian industry to produce the equipment needed for the project) for the domestic industry's share of equipment in such key sectors as steel, electric power, petrochemicals and electronics. In many cases domestic equipment prices are substantially higher than international prices, and delivery often is later.

The expansionary momentum of the Brazilian economy, although it may be temporarily slowed somewhat by the government's anti-inflationary measures, generates a demand for many capital goods which Brazilian industry will not be able to satisfy in the foreseeable future. Imports will continue to be substantial for high-technology or specialty items in such areas as machine tools; medical, pollution control and avionics equipment; mining machinery; electronic components; production, and food processing and packaging equipment.

In the sectors to which the government assigns the highest investment priority in 1977—petroleum and petrochemicals, electric power, and steel—the ability of domestic industry to supply the required machinery and equipment is particularly low. Thus, opportunities for U.S. exporters in these areas are good, provided they can equal their European and Japanese competitors in price, financing, and effective transfer of technology—the latter a factor receiving increasing emphasis by the government.

Having succeeded in many instances in protecting itself against competition from imports, Brazilian industry has begun to evidence some concern about competition from foreign-controlled firms established in Brazil. Pressure from Brazilian equipment manufacturers has led the government to limit official financing for purchase of capital goods produced in Brazil by foreign-controlled firms. Also, the government revoked the import deposit exemption for imports covered by foreign financing of five years or more, unless the project for which the import is destined has official approval. These changes may have a significant impact in some cases.

The government's policy remains that of encouraging foreign investment in many sectors, but the policy is now being applied more selectively than in the past. The government will continue to grant incentives to investments in certain priority sectors, but will discourage investment in sectors considered already adequately developed, or in sectors reserved for state-controlled or private domestically-controlled firms. In spite of the expected slowdown in the rate of economic growth in 1977, the long-term growth prospects for Brazil are promising enough that net foreign direct investment in 1977 is expected to total about $1 billion—the same as in 1976. With the increasing sophistication, competitiveness, and political clout of Brazilian enterprises, new investment projects must be more carefully planned than was necessary in the past.



ACTIVITY AT NEW U.S. CENTER IN BRAZIL—*More than 1,600 trade visitors registered last month during the new Sao Paulo U.S. Trade Center's first regular exhibition, a display of process control instrumentation. The 27 exhibitors project orders in the next 12 months at some $6 million; floor sales totaled $165,700. One representation agreement was signed, 12 were pending at close of show.*

QATAR'S ECONOMIC SURGE DRAWS U.S. PARTICIPATION

Fueled by substantial oil revenues, the economy of Qatar is developing at a startling pace. reports the U.S. Embassy in Doha, and American firms are playing an expanding role in the development process. Qatar's oil income is expected to remain at $2 billion in 1977, and a major portion of this will be spent on industrial and infrastructure development. Qatar is placing increasing emphasis on diversification of its economy and the resulting project opportunities have attracted a large number of international firms.

The petroleum sector will continue to dominate the economy of this Arabian Gulf nation for the forseeable future. At present levels of production, reserves are expected to last for 25 years, and further exploration is being conducted. Qatar also has enormous natural gas fields which could be produced for several hundred years without exhausting reserves. Most major industrial projects planned or under construction are related to the petroleum sector, deriving either fuel or feedstock from Qatar's reserves. In addition to industrial projects, Qatar will spend large amounts on housing, communications, health facilities and other infrastructure developments.

Qatar has adopted a relatively conservative policy toward oil production (over 25 percent of capacity is shut in) and has attempted to control the pace of development. Almost $1.6 billion was budgeted for capital expenses in 1977 and there are considerable opportunities for international firms in almost every area.

The absence of a technically or administratively trained indigenous population has resulted in a heavy reliance on foreign labor and skills, and lack of an established infrastructure or industrial base has created some absorptive problems and bottlenecks.

The United States has not been a traditional supplier of Qatar, with the exception of oilfield supplies and equipment. Until recently, American firms had not participated to a significant extent in the booming economic development of the country, especially in the major projects field. In the past year, however, American architects, engineers and contractors have shown an expanding interest in the numerous opportunities in Qatar, and an increasing number are submitting proposals and bids.

Direct imports into Qatar from the United States increased from $16 million in 1972 to over $78.3 million in 1976, when they accounted for 12.5 percent of total imports. In addition to supplies for the oil industry, motor vehicles have been one of the most important American exports to Qatar. There appear to be rapidly expanding opportunities for the sale of construction equipment, building materials, housewares and household furnishings and materials handling equipment.

Participation of American firms in major project activity has expanded to include the design and construction of a 7,000 barrel/per/day refinery and a major subcontract for the steel mill. An American firm is serving as consultant for the government hotel and convention center and is doing the urban planning for the New District of Doha. An American architectural and engineering firm is designing the terminal complex for the new airport. An American firm is building a large private sector hotel. American firms have begun to compete more actively for important contracts such as the new LNG plant, a second refinery, and several large construction projects. Additional future opportunities for contractors will include housing projects, hotel and university construction and processing plants for the gas industry.

In general, both the government and private sectors are favorably disposed toward American firms. American products and services enjoy a reputation for quality and reliability, and there is substantial local interest in expanding trade relations with the United States. However, the government is very conscious of price in evaluating bids, and American offers have been considerably higher than those of European or Japanese competitors. These higher estimates are often the result of unfamiliarity with local costs and conditions. Also, several recent bids by American companies have been rejected because they did not comply with the terms of the tender, generally because of the addition of escalation clauses which are not acceptable to the Government of Qatar. Thus, while there are a number of major opportunities for American firms in Qatar, successful competition requires acceptance of the local ground rules and a thorough knowledge of the area which can be gained only through repeated visits.

The Government of Qatar actively encourages foreign investment, especially for industrial projects. There is a legal requirement that all local companies have 51 percent Qatari ownership, although exemptions can be obtained by special decree. Equipment and material imported for use in new industries are exempted from duties, and industrial ventures in Qatar are entitled to a five-year tax holiday that can be renewed. There are no personal income or municipal taxes. The Government of Qatar may also assist foreign investment in industry through capital participation, long-term, interest-free loans or by providing free land. The government is especially interested in furthering the development of petrochemical, food processing and plastics industries. There may also be excellent opportunities for international firms willing to establish operations in Qatar for the manufacture of prefabricated housing.

Bauxite Income, Foreign Aid Keep Surinam's Potential High

There has been little economic growth in Surinam since independence in November 1975, but the U.S. Embassy in Paramaribo believes that the country's potential as a market for U.S. goods and services is likely to grow as long as bauxite income and development assistance continue to expand.

With an economy solidly based on the bauxite (and its derivatives) industry and the prospect of approximately $1.5 billion in development assistance from the Netherlands between now and 1990, Surinam's economic future promises its people one of the highest standards of living in South America. But Surinam's transition from what has been a free enterprise economy dependent on big foreign mining companies to a mixed economy, in which joint ventures between government and private investors, especially in the extractive industries, is likely to be the norm, has raised questions about Surinam's potential stability and economic course and has resulted in a cautiousness on the part of private investors. Shortages of labor, particularly in the agricultural sector, and of trained managerial talent have caused doubt about Surinam's ability to absorb available economic assistance so as to manage its plentiful resources in a productive manner. Nonetheless these same resources can provide the basis for continued economic growth and argue for cooperative economic relations between Surinam and the United States.

In the coming year, potential investors will remain somewhat wary of putting new money into Surinam and economic managers in and out of government will be preoccupied with the financial and political problems arising from transition to an independent nation and mixed economy. Nevertheless, the level of imports should remain relatively high and American suppliers should continue to find ready markets for earthmoving equipment, tractors, commercial vehicles, fishing boats, pleasure boats, marine engines, mining machinery, food processing equipment, textiles and ready-made clothing, household electrical appliances, builders' and home hardware, toys, pharmaceuticals, industrial chemicals, fertilizers, agricultural commodities and other goods. They can expect to fill about one-third of Surinam's import requirements.

A significant factor will be the supplier's attitude toward small orders. The

unwillingness of some American manufacturers to furnish detailed quotations and data on low unit or dollar transactions, or even to respond to small trade opportunities, has induced more than one Surinamer to look elsewhere for supplies.

However, the competitive position of third countries is weakening, relative to the United States, because their price quotations reflect more expensive currencies and higher inflation and freight costs. For many manufactured goods, the competitive price advantage is now on the American side. Note that any prices quoted to Surinam importers preferably should be c.i.f. Paramaribo.

Modest Opportunities Exist For Business With Burundi

Although there is little American business interest in Burundi, the U.S. Embassy in Bujumbura reports that modest opportunities do exist for more sales and investment there.

About the size of Maryland, Burundi is a small, landlocked country, lying in the central highlands of Africa between Zaire and Tanzania. It is among the poorest of the 25 countries defined by the United Nations as least developed and is largely dependent on subsistence agriculture. For the past several years, coffee has accounted for 80 to 90 percent of export earnings. In 1976, 21,400 tons were harvested; almost all of it was Arabica "other milds." But continuing along a downward trend, the United States bought 32 percent of Burundi's exports in 1976 compared with 46 percent the year before.

Last year was a good one for Burundi because of extra income derived from the 136 percent increase in the export price of coffee. A 26 percent increase in production in 1976 made for a strong recovery from the previous year. Moreover, the coffee was bought from the producers at a price 67 percent above that of the previous year, thus causing a 124 percent increase in money income. At the same time, the production of food crops increased slightly because of favorable weather conditions, thus dampening the potential inflationary effect of the surge in money incomes. Real Gross Domestic Product at factor cost increased as a result by nearly 6 percent in 1976 compared with 2 percent in 1975.

While the ordinary budget and the commercial balance were slightly in deficit in 1976, the overall balance of payments position was overwhelmingly positive, and foreign exchange reserves increased accordingly. In spite of these favorable signs, however, which are largely due to foreign aid and increasing world prices for coffee, Burundi must intensify its production of coffee and tea to take advantage of the high current prices and to pay for increasingly more expensive imports. Further, the production of food crops must be boosted considerably if large annual food imports are to be avoided in the next few years.

The Government of Burundi has assumed a much more active role in the day-to-day management of the nation's economy, with broader price controls, tighter supervision of businesses and business practices, greater state participation in the commercial/industrial sector, and a few nationalizations. In addition to these restrictive developments, other obstacles continue to limit U.S. business expansion in Burundi's small market. Few American business executives exhibit interest in this underdeveloped, isolated, and densely populated country. Transportation problems, the French-language barrier, and Burundi's traditionally close commercial ties to the Common Market countries also limit U.S. export access. However, modest opportunities do exist for more American sales and investment. American products and know-how are respected, and innovative people willing to work within the existing structures should be able to expand their activities.

Licensing Guide Available

The International Bureau of the World Intellectual Property Organization has published a 184-page *Guide on the Legal Aspects of the Negotiation and Preparation of Industrial Property Licenses and Technology Transfer Agreements Appropriate to the Needs of Developing Countries.* Available in English, French or Spanish editions for 25 Swiss francs each (about $10). Send orders to World Intellectual Property Organization (WIPO), Publications Section, 32, chemin des Colombettes, 1211 Geneva 20, Switzerland.

Calendar For World Traders

Oct. 11—Memphis—World Trade Club "Port of New Orleans Night", Hilton.

Oct. 11-27—New York, Rome, Utica, Syracuse, Binghampton—Seminars on changes in Schedule B. New York District Office, 212-264-0620.

Oct. 12—Louisville—Kentuckiana World Commerce Council meeting, Holiday Inn, Brownsboro Northeast.

Oct. 12—Dallas—Pan American Livestock Exhibition, State Fair of Texas, seminars in Spanish and Portuguese languages. Information: George A. Black, Jr., 214-749-1515.

Oct. 12—Washington—International Management and Development Institute Conference. Peter Hale, Director, Commerce Action Group for Near East, will speak.

Oct. 12—New York—FCIB Book Exporters Credit Group meeting, Summit Hotel.

Oct. 12-13—Washington—Seminar on The Middle East: Business Prospects for 1977-78. Sponsors: Int'l Management and Development Institute, Johns Hopkins School of Advanced Int'l Studies. Registration: Pam Lucas, 202-785-6800.

Oct. 13—Chattanooga—World Trade Council meeting, Read House.

Oct. 13—Grand Rapids—Seminar on Venezuela, featuring Commerce's Thomas Brewer. Sponsors: World Affairs Council, Commerce District Office.

Oct. 13—New York—Overseas Automotive Club meeting, Summit Hotel.

Oct. 13—Chicago—Middle East Update, Sheraton. Sponsor: International Trade Club of Chicago, 312-341-9021.

Oct. 13-14 — Washington — Seminar on Emerging Africa: Business Prospects for 1977-78. Registration: Pam Lucas, 202-785-6800.

Oct. 13, 20, 27—Rochester—13th Annual International Marketing and Management seminar, Marine Midland Management Information Center. Sponsor: Rochester Area Chamber of Commerce.

Oct. 17-19—Los Angeles—AMA seminar: Zero-Base Budgeting, A Planning Tool.

Oct. 19—Pittsburgh—District Office seminar: Current and Future Prospects for East-West Trade. From Commerce's Bureau of East-West Trade: Alan Reich, Alex Hurtzberg, DeBoorne Piggott. Also Oct. 20 in Erie.

Oct. 20—New York—FCIB Drug, Chemical & Food Export Club meeting, Summit Hotel.

Oct. 20—Charlotte, N.C.—First of five consecutive Thursday evening export seminars, University of North Carolina at Charlotte. Information: Norwood J. Cheek, Greensboro District Office, 919-378-5345.

Oct. 20—Chicago—AMA seminar: Arab Boycott Update.

Oct. 20-22—Chicago—Export Matchmaker Conference, McCormick Inn. Commerce District Office, 312-353-4450.

Oct. 24-26—Atlanta—AMA seminar: How to Improve Your Productivity—A Self-Development Program for Managers, Hyatt Regency.

Oct. 25—San Francisco—AMA seminar: Arab Boycott Update.

Oct. 25-26—Kansas City—Departments of Commerce and State seminar: U.S. & Caribbean Basin Diplomatic Realities & Commercial Opportunities. Commerce speaker: Vicky Eicher.

Oct. 25-26—New York—AMA seminars on Egypt and Iran.

Oct. 27—New York—AMA seminar: Arab Boycott Update.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about upcoming trade exhibits and trade missions, licensing and joint venture proposals, opportunities to sell to foreign enterprises, and details on major construction and expansion projects.

U.S. Promotions Abroad

For more facts on these and other U.S. exhibitions write: Director, Office of International Marketing, Rm. 4015, U.S. Department of Commerce, Washington, D.C. 20230. For trade missions: Rm. 6051, U.S. Department of Commerce, Washington, D.C. 20230.

Petrochemical Processing Technology and Equipment Technical Sales Seminar. Romania, Bulgaria, Yugoslavia. December. Seminar will focus on specific interest shown by the three host countries with particular emphasis on the Romanian-Kuwaiti joint venture at Navordari, a proposed billion-dollar complex. Bob Bradshaw, 202-377-5164.

Electronic Data Processing Seminar Mission. Algeria, Tunisia and Syria. Dec. 3-15. The rapidly emerging economies of North Africa and the Middle East are looking to U.S. EDP technology as a vehicle to facilitate and implement their ambitious development programs. The Algerian EDP community considers itself capable of absorbing the full impact of the latest technology. Use of computers in Tunisia is growing. The government is adopting modern systems analysis techniques which will bring in more than the 50 medium-to-large computers now operating in Tunisia. Syria is beginning to enter the computer age and the country is showing signs of making greater investments in computer technology. Contact Geoffrey H. Walser, 202-377-2973.

Building Materials and Equipment Exhibition. U.S. Trade Center, Tehran. Dec. 4-8. The Iranian Government is committed to an intensive housing construction program that offers excellent opportunities for U.S. firms in the areas of building materials, prefab components, plumbing, fixtures, hardware, tools, and related equipment. Some $3.4 billion has been allocated for construction of 800,000 housing units during the 1973-78 period. Plans call for 3.7 million housing units to be built by 1991. The market for building and construction materials and equipment is growing at an annual rate of 35 percent. Bill Monroe, 202-377-2952.

Business Equipment, Computers and Peripherals Exhibition. Caracas. Dec. 5-10. The Venezuelan market for business equipment is expected to grow at an average rate of 28 percent during the 1976-79 period, a pace which will boost annual consumption from $67 to $140 million. Demands will be fueled by a rapid expansion of government services and accelerating modernization of business practices —both stimulated dramatically by substantial recent increases in oil revenues. Venezuela depends almost entirely on imports for business equipment and U.S. manufacturers are the leading suppliers to the market. Imports from the United States are expected to double from $41 million in 1976 to $88 million in 1979. Hans J. Amrhein, 202-377-2332/2995.

Electrical Energy Systems Technical Sales Seminar. Poland, German Democratic Republic, Hungary. Dec. 5-15. The five year plans from these three countries place high priority on development of generation, transmission and distribution, and storage of electrical energy. Large investments in equipment and instrumentation are to be made during the 1976-80 period. This seminar will be limited to six companies. Mike Frisby, 202-377-5186.

Electronic Production and Test Equipment Trade Mission to India. January. Indian market for imported electronics industry production and test equipment is expanding. In 1976-77, nearly $50 million worth of such equipment will be required by end-users; of this, an estimated $40 million will be imported. Equipment identified by market research as offering highest sales potential includes circuit production, printed circuit and passive component production, wiring, assembling and other interfacing, and test equipment for production/inspection of electronic products. Mollie Cleveland, 202-377-4511.

Medical Equipment Trade Mission to Israel and Iran. January. In Israel, American medical equipment enjoys a good reputation for quality and after-sales service. Israeli market for medical equipment is expected to rise to $24 million by 1980, of which $21 million will represent imports. One of the top concerns of Government of Iran has been expansion and improvement of health care delivery system. Capital investment in health facilities by public sector is expected to grow from $147 million in 1976 to $392 million in 1980. In addition, investment in the private sector is now growing at a 20 percent annual rate and should reach $27 million by 1980. The market for medical equipment, over $44 million in 1975, is expected to grow by 15 percent a year through 1980. Mollie Cleveland, 202-377-4511.

Textile Machinery Seminar Mission. Philippines, Thailand, Korea. January. The Korean textile industry occupies a preeminent position in the Korean economy as the most important export industry. The government actively promotes expansion of textile production facilities and is about to invest some $1.026 billion in production expansion over the next 5 years. In Thailand, textile manufacturing is the major industry with investment exceeding $650 million. U.S. machinery has become more price competitive since 1970. The textile industry in the Philippines is making a rapid recovery and industry leaders are optimistic that substantial textile plant expansion will result. Seminar participation is limited to 7 U.S. firms. Robert J. Bucalo, 202-377-3741.

U.S. Electrical Energy Systems Trade Mission to Saudi Arabia, Oman and Iraq. January. Market prospects for this region in the next few years are excellent. The potential includes projects ranging from the most basic rural electrification by private utility companies to nationwide integrated power systems to be built by government. Included are plans for desalination plants, solar energy systems and nuclear power plants. The mission will be geared to take advantage of intense government interest as demonstrated by the major role electrification projects play in the national development plans. Contact Craig S. Atkins, 202-377-2973.

U.S. Building Products & Construction Equipment Catalog Exhibition. Korea, Hong Kong, Australia. Jan. 11-25. U.S. manufacturers of building products and construction equipment should find excellent opportunities to gain exposure, find representatives and test sales in these three lucrative markets. Korea's plans for continued expansion of heavy industry, mining and irrigation projects and the rural development under its Fourth Five-Year Plan should guarantee increased sales of U.S. manufactured equipment. Hong Kong is undertaking a massive housing program for more than a million people by 1986. In addition, major plans are under way there for private development of Lantou Island (larger than Hong Kong itself) as a resort, totaling more than 5,000 apartments and villas. Australia's market for this equipment is expected to increase 11.5 percent by 1979, as rising private incomes, labor costs, and need for low-cost housing create a variety of demands. Catalog Exhibitions Section, 202-377-3973.

Frozen Food Equipment and Technology Technical Sales Seminar. Poland, Hungary, Yugoslavia, Jan. 14-27. Equipment for cold storage, quick freezing, and preservation of fruits, vegetables, meat prepared dishes and meals. Among equipment needed is: fluidized air freezing and liquid contact freezing equipment, air blast belt freezers, air blast tunnel freezers, compressors, automated control panels and alarm systems for cold storage areas, packaging mobile facilities for distribution, quick frozen ready to eat institutional meals, pre-processing holding area design and equipment, and other equipment. Judith Robinson, 202-377-3376.

Computers and Peripheral Equipment Exhibition. U.S. Trade Center, London. Jan. 16-20. Great Britain represents one of the largest single markets for U.S. computers and peripheral equipment. British computer market is expected to reach $1.2 billion by 1980 with the U.S. share anticipated to be well over 60 percent. Indications are that U.S. sales of large, medium and small computers will continue to rise, while sales of U.S. minicomputers and

peripheral hardware will follow a much steeper upward trend. Mini/micro computers also offer outstanding sales opportunities. John L. Wolf, 202-377-3459.

Pollution Control Equipment Exhibition. U.S. Trade Center, Sao Paulo. Jan. 16-20. In June 1976 the State of Sao Paulo put into effect a law on pollution, the first comprehensive pollution law in Brazil. Imports of air and water purification and pollution control equipment are expected to rise from $38.8 million in 1972 to $72 million in 1978; U.S. is expected to capture more than one-third of the 1978 market. A seminar will be conducted in conjunction with the exhibition; U.S. exhibitors will be invited to participate. Beryl Cohen, 202-377-5427.

Printing & Graphic Arts Seminar/Exhibit. U.S. Commercial Office, Moscow. Jan. 16-20. Only Moscow and Leningrad in the USSR have printing equipment that meets Western standards; elsewhere in the Soviet Union the printing and graphic arts equipment is defective, outdated, or obsolete. Demand for modern printing and graphic arts equipment is high due to the Soviets' goals of modernizing and expanding existing printing facilities. Jim Robb, 202-377-4810.

Chemical and Petrochemical Exhibition. U.S. Trade Center, Tehran. Jan. 22-26. Iranian government planners have placed special emphasis on the rapidly expanding chemical and petrochemical industries. In the next ten years, Iran plans to spend $8 billion on the petrochemical industry alone, and the long-range outlook for other chemical and downstream petrochemical industries is one of accelerated development. In aggregate, Iran will purchase an estimated $177 million worth of chemically associated equipment in 1980, while annual capital expenditures in this field are expected to reach $1 billion by the beginning of the next decade. Contact Don Ryan, 202-377-2952.

Computer Systems Seminar Mission. Spain, Greece and Turkey. Jan. 23-Feb. 4. A computer seminar appears particularly timely for these three markets as industry and financial institutions press for increased efficiency and better utilization of computer systems. Greece's application for early membership in the common market has increased awareness of electronic data processing requirements. In Turkey an attractive longer term potential exists in government data processing as the concept for large base applications develops. Expansion in the Spanish market promises to be exceptional, stimulated in part by broader and more sophisticated usage of data communications networks and also spurred by new industrial and scientific EDP applications. Trade Missions, 202-377-4456.

Petroleum Exploration, Drilling and Pipeline Equipment Exhibition. U.S. Trade Center, Mexico City. Jan. 24-26. Exhibition being held to help insure that U.S. firms receive their share of the $15.5 billion the Mexican Government will be spending on new investment in this field through 1982. Market survey summary available. C. M. Cummings, 202-377-4463.

Process Control and Instrumentation Exhibitions (Tandem). U.S. Trade Centers, Milan, Jan. 24-27, Paris, Jan. 31-Feb. 3. The Italian process control market is in continuous growth and total consumption will exceed $172 million by 1980. Imports account for over 39 percent of the total market, with the U.S. share to increase 14 percent by 1980. Italian import taxes have been revoked, making Italy a strong market for U.S. firms. French process control imports amounted to $69 million in 1976. The consumption rate is projected to increase by 9 percent annually, with the U.S. import share rising 12-14 percent. Bill McClure, 202-377-4975.

U.S. Building Products & Construction Equipment Catalog Exhibition. Rotterdam. Jan. 30-Feb. 3. Building and construction is one of the Netherland's major industries. During the period 1972-76 U.S. exports to the Netherlands of building products and construction equipment increased 100 and 155 percent, respectively, totaling nearly $100 million in 1976. Although a 2 percent decrease in annual construction of housing units is expected by 1980 (to 104,000 units), a 25 percent increase in renovation is expected in the same period. Heavy construction of waterworks and roads is expected to continue through 1980. Because building products and construction equipment are marketed generally in the Netherlands through distributors and manufacturer's agents, this catalog exhibition should be especially valuable to U.S. manufacturers of this equipment. Catalog Exhibitions Section, 202-377-3973.

Agribusiness Seminar Mission to Ivory Coast, Cameroon and Zaire. February. Will highlight advanced U.S. equipment, techniques and systems for agricultural development. Self-sufficiency in food production is a primary goal in current development plans for all three countries. Major efforts will be made to increase volume of export crops (corn, coffee, cocoa, oil palm, cotton and sugar cane). In the Ivory Coast, sugar cane was not cultivated until 1975. The Ivorian sugar cane crop is projected to exceed 2 million tons by 1980, representing a 20-fold increase. Agribusiness projects in Cameroon include $9.2 million for rice production, $7.5 million for sugar and $14.5 million for livestock. Zaire plans public expenditures of $80 million, 1975-80, to expand output of palm oil, cotton, maize, fish, livestock. Jonnell Jocobson, 202-377-4918.

Electrical Energy Systems Seminar Mission to Taiwan, Hong Kong and the Philippines. February. Large expansion programs to increase energy production are planned in all three countries. The National Power Corp. of the Philippines has a longrange strategy to develop alternative sources of power, in addition to oil-fired thermal plants, including construction of hydro, geothermal, and coal-fired plants, plus nuclear power development. The National Electrification Administration has a goal to electrify every barrio in the Philippines by 1985, with continued U.S. AID financial assistance plus an IBRD loan of $25 million planned for late 1978. The Manila Electric Co. has projected purchases of foreign components worth $67 million from 1978-82 to meet transmission and distribution requirements. The China Power and Light Co., Ltd. plans expansion of 1,400 mw in generating facilities by 1986 in Hong Kong. Three new town projects are scheduled for completion by 1980, with need to supply a million people occupying 5,000 hectares with electricity. In addition, a 260-acre industrial estate near Taipo will require additional utility services and increase power consumption. The Taiwan Government has called for three new nuclear plants as one of ten major projects to be begun by 1980. Forward planning includes thermal and hydroelectric projects; Taiwan Power Co. is aiming for an installed capacity of 19.1 million kw in 1985. Jonnell Jacobson, 202-377-4918.

U.S. Materials Handling Equipment Trade Mission to Oman, Qatar, Bahrain. February. U.S. manufacturers and suppliers of materials handling equipment primarily associated with the construction industry, and equipment related to cargo handling (port and inland) will find good opportunities in these markets. Major projects, ongoing and projected, are centered around industrial and infrastructure development, with heavy emphasis on housing, port development and civic works. Contact Robert Bucalo, 202-377-4511.

Computers and Peripheral Equipment Exhibition. U.S. Trade Center, Tokyo. Feb. 6-10. The Japanese market for computers and peripherals is expected to expand at an average annual rate of 18 percent from $2 billion in 1975 to an estimated $4.5 billion in 1980. Japanese imports of U.S. equipment are expected to reach $375 million in 1980—a 58 percent share of the import market. Market summary and research available. Robert Levine, 202-377-4379.

Scan-Tronics (Electronic Components and Assemblies) Exhibition and Seminar. U.S. Trade Center for Scandinavia, Stockholm. Feb. 7-10. The United States is a major supplier of electronic components to the Nordic countries—Sweden, Norway, Finland and Denmark. With a market approaching $400 million in 1976, Sweden imported $61 million of components and assemblies from the United States, which is the chief supplier of semiconductors, and a leading supplier of passive components and electronic tubes. The pace of investment is expected to increase, and U.S. technology will be in great demand. William Beiring, 202-377-3276.

International Housewares Fair, Cologne. Feb. 16-19. Conservative estimates put total houseware market in countries of Western Europe (expanded European Community, as well as Austria, Switzerland, Sweden, Norway and Finland) at $10 billion annually. Products to be exhibited at American Pavilion include: domestic machines and appliances, kitchen utensils, household and cleaning aids, incidental furniture and wicker articles, cutlery and flatware, fine metalwares and tableware articles, gift items and arts and crafts. Loretta Allison, 202-377-2905.

U.S. Building Products & Construction Equipment Catalog Exhibition. Brussels. Feb. 17-26. U.S. exports of building products and construction equipment to Belgium rose from less than $32 million in 1972 to over $74 million in 1974. Demand should continue to grow for American-made products with a reputation for technological superiority, and for home improvement merchandise such as air-conditioning equipment, electric lighting fixtures, portable power tools, and some specialized miscellaneous items. Catalog Exhibition Section, 202-377-3973.

Avionics and Aviation Ground Support Equipment Exhibition and Seminar. U.S. International Marketing Center, Singapore. Feb. 20-24. As a major commercial, banking and tourist center in Asia, Singapore must constantly expand and upgrade its airport facilities, and capabilities. Passenger traffic is projected to reach ten million by 1982, a growth of 163 percent; freight traffic is expected to increase 374 percent. New international airport is being constructed at Changi costing $528 million. George Paine, 202-377-2471.

Cardiovascular Research Seminar/Exhibit. U.S. Commercial Office, Moscow. Feb. 20-24. The Soviet Union plans to build 20 new cardiological centers during the next four years. Showpiece will be in Moscow. Reportedly, $5 million is to be spent for basic equipment. Jim Robb, 202-377-4810.

Mining and Heavy Construction Equipment Exhibition. U.S. Trade Center, Mexico City (off-site). Feb. 21-24. Mexico plans to double the production of many essential ores such as iron, copper, fluorite, and coal between 1977 and 1981. Government will complete or initiate construction on at least 10 earth-filled dams and hydroelectric projects within the next six years. Additional government plans call for initiation and completion of numerous highways and roads. To implement these plans, Mexico is expected to import almost $2.6 billion worth of mining and heavy construction equipment between 1977 and 1981. U.S. manufacturers, the suppliers of choice, will supply at least 70 percent. Mary R. Wiening, 202-377-2313.

Mining Equipment Seminar Mission to Morocco, Tunisia, Egypt. Feb. 25-March 10. Good markets exist in Morocco for shovel loaders, compressors, bulldozers, heavy-duty trucks, earthmoving equipment and related accessories. Small and medium-sized processing equipment is of special interest to Moroccan mining firms. In addition to its expanding phosphate production, Morocco is investing heavily in the exploitation of other minerals such as copper, lead, zinc and salt. Tunisia faces an urgent need to mechanize and automate its mines. A strong market exists for equipment used in both open pit and under-ground mining. Market prospects are particularly good in Egypt for substantial amounts of mining equipment needed to replace outdated and worn-out equipment. Phosphates, iron ore and salt are Egypt's most important minerals, which it is now beginning to produce in increasing quantities. Geoffrey H. Walser, 202-377-2973.

Machinery and Systems for Concrete Building Construction Seminar Mission, to Nigeria and Sudan. March. Construction in Nigeria is primarily concrete block or reinforced concrete. Total 1974 consumption of cement was 3.2 million metric tons. By 1980, consumption has been projected to reach 6.5 million m.t., an increase of 103 percent in six years. The building construction industry in Nigeria is expected to grow at an annual rate of 32 percent through 1980. The Sudanese Six-Year Development Plan is reportedly allocating $1 billion for housing and public utilities construction from an influx of public and private Arab capital. The lack of local manufacturing facilities and equipment assures that this $1 billion investment will result in substantial export opportunities for U.S. suppliers. Geoffrey H. Walser, 202-377-2973.

Printing and Graphic Arts Catalog Exhibition. New Delhi, Bombay, Calcutta and Madras. March. The market for printing and graphic arts equipment is expected to grow at an average rate of 20 percent annually between 1977 and 1982, according to estimates based on market research in India. Imports of equipment in this product category are expected to reach $30 million in 1981. Emphasis is being placed on improved quality and efficiency, particularly for printed packaging, promotional materials, commercial stationery and trade literature. India's improved foreign exchange reserves and liberalized import control policies provide a unique marketing opportunity for U.S. exporters. Catalog Exhibitions Section, 202-377-3973.

Food Processing and Packaging Equipment Exhibition. U.S. Trade Center, Tehran. March 5-9. The Iranian processed foods industry is projected to grow 12 percent annually through 1980. Growing consumer acceptance of processed foods and various government programs designed to promote processed food production insure a growing market for food processing and packaging equipment. Iranian imports of this equipment are expected to reach $183 million by 1980. Domestic Iranian industry will be able to supply only 5 percent of requirements. Bill Monroe, 202-377-2952.

Health Care Equipment Exhibition. U.S. Trade Center, Sao Paulo. March 6-10. Demand for medical equipment in Brazil, which approached a level of $80 million in 1975, is forecast to exceed $146 million in 1980. From 1971 through 1975, medical equipment purchases increased at an average annual rate of 30 percent. This rapid growth was attributed to the availability of special federal funds for investment in health care; the modernization of private health facilities, stimulated by the expansion of social security health service contracts to private institutions; and the efforts of prominent physicians to improve medical equipment used in their institutions. G. Lincoln McCurdy, 202-377-5427.

Safety and Security Equipment Exhibition. U.S. Trade Center, Stockholm. March 14-17. Market research just conducted shows expanding demand for equipment and systems in the safety and security areas in Sweden, Norway, Denmark and Finland. Rising crime and fire rates in Sweden are expected to lead to a 46 percent market expansion to $125 million by 1980. Nearly $36 million of that market will be supplied by imports, about 29 percent of total consumption. U.S. suppliers are very competitive in the following areas: fire and burglar alarm systems, alarm system components, access control systems and sprinkler systems. Contact Jim Price, 202-377-3276.

"Printemps Informatique"—Computers & Related Equipment Exhibition. U.S. Trade Center, Paris. March 14-17. Market research recently conducted in France has spotlighted excellent sales opportunities for American manufacturers and suppliers of computers and peripheral equipment. Imports are projected to rise above the $1 billion mark by 1980, to represent about 47 percent of the total French market. American manufacturers hold a commanding 80 percent share of the installed mainframe computer base in France. Looking to the future, minicomputers are the fastest growing segment of French EDP purchases. George Ruffner, 202-377-5381.

Automated Business and Banking Equipment Exhibition. U.S. Regional Trade Center, Singapore. March 27-31. Recent market research indicates a healthy demand for business equipment and systems in Singapore over the next few years. To maintain its present role as the commercial and financial center of the South-East Asia region, greater operational efficiency must be achieved through acquisition of increasingly sophisticated and automated equipment and systems. Among products identified as having highest sales potential are minicomputers for accounting purposes, microfilm cameras, processors and duplicators, microfilm storage and retrieval systems, plain paper copiers and duplicators, hand-held calculators with five or more functions, bank teller terminals, coin sorting and counting machines, bank proof and encoding machines, dictation/transcribing machines for decentralized systems. Sales to Singapore are expected to rise from $38.7 million in 1976 to $90.6 million by 1982. Contact George I. Middleton, 202-377-2471.

Microwave Components and Instrumentation. U.S. Trade Center, Tokyo. March 27-31. The Japanese market for this equipment is projected to grow at an annual rate in excess of 15 percent from 1976-80. The market centers upon research and development uses, prototype projects, and incorporation in systems for export. Also, advanced test equipment has excellent market potential, as U.S. equipment is highly regarded and there are few restrictions on its uses for systems and process controls. Mara Yachnin, 202-377-4383.

Printing and Graphic Arts Equipment Exhibition. U.S. Trade Center, Milan. March 28-31. Conditions in the Italian graphic industries equipment market now favor increased penetration by American manufacturers. A new push for modernization and rationalization is projected to result in a 9 percent jump in equipment purchases this year. Moreover, the increasing strength of the Italian economy, the stability of the lira, and the recent upward shifts in the value of the German and Swiss currencies make Italy a very attractive market for U.S. manufacturers. George Ruffner, 202-377-4384.

Health Care and Medical Equipment Catalog Exhibition. Salzburg, Austria. March 31-April 3. Austria is almost completely dependent upon imports for its biomedical equipment. Although West German companies more or less dominate the Austrian market, there is an increasing demand for sophisticated equipment from U.S. firms. There has been a nationwide fund drive for cancer research and for institutions for cancer diagnosis and therapy. There presently are more than 300 hospitals in Austria. The Federal Ministry of Public Health and Environmental Protection has an estimated budget in 1977 of $109 million, including contributions for construction of hospitals. Actual expenditures in 1975 amounted to $103 million. Call Catalog Exhibitions Section, 202-377-3973.

Pollution Control Equipment Exhibition. U.S. Trade Centers, London, April 3-6, and Paris, April 11-14. Recent research indicates demand for U.S. pollution control equipment and instrumentation is higher than ever. Both governments have tightened pollution control standards with more to come in the near future. Combined present consumption of pollution control equipment of $628 million is estimated to grow to $900 million by 1980. The United States alone accounted for 25 percent of imports in both markets. The forecast rate of growth of U.S. exports to the United Kingdom and France over the next 3 years is estimated at 17 percent per year. Of significant importance is that overall investment in all types of pollution control equipment and instrumentation will increase slightly faster than industrial investment, due to increased public, government and industrial concern with quality of the environment. Call Robert Connan, 202-377-3465.

Electrical Energy Systems and Equipment Solo Exhibition. Caracas. April 3-8. Especially designed as a showcase for U.S. equipment and technology in the field of electrical energy. The Venezuelan Government's "Plan V," covering 1976-80, designates electrical energy as an area of highest priority for capital investment. Market research by the U.S. Department of Commerce indicates that demand for electrical energy in Venezuela is increasing at a 12 percent annual rate. Venezuela's "Plan V" programs $3 billion for investment in electrical energy systems during the five-

year period. Don T. Mathes, 202-377-3957.

Pulp and Paper Production Equipment. U.S. Trade Center, Stockholm. April 4-7. Off-site participation in SPCI 78, sponsored by the Swedish Assn. of Pulp and Paper Engineers in conjunction with sister organizations in Finland, Norway and Denmark. In Sweden, the market for pulp/papermaking equipment rose from $114 million in 1974 to $164 million in 1976 and is expected to reach $252 million in 1979. Imports doubled from 1974 to $120 million in 1976 and are projected to expand 80 percent to $216 million by 1979. U.S. suppliers are strong in the areas of process controls, computers and pollution equipment. Contact William Beiring, 202-377-3276.

Electronics Industry Production Machinery, Test Instrumentation and Special Materials Exhibition. U.S. Trade Center, Taipei. April 10-14. Market research on the above equipment shows the market in 1976 was US$133 million, with projections of $144 million for 1978 and $162 million for 1980. Imports were $65 million, $78 million and $94 million, respectively. The United States is the single major source for these products, accounting for 47 percent of imports in 1976. Market research and basic summary available. Contact Joseph Burke, 202-377-5402.

Analytica '78. Munich Fairground. April 18-22. Analytica, held in conjunction with the European Conference, "Biochemische Analytik," is considered to be the most important European communication center for biochemical and instrumental analysis. Held every two years since 1968, it has developed into an outstanding forum for the exchange of technical information between those engaged in research and production and users in research, education and industry. Don Schmadel, 202-377-2920.

Industrial Process Control Instrumentation Exhibition. U.S. Trade Center, Tokyo. April 24-28. Carefully researched projections of the Japanese market for industrial process control instrumentation indicate consumption in 1978 of $520.6 million with imports of $26.6 million, of which the U.S. share is estimated to be 87.2 percent or $23.2 million. Continued growth is indicated for electric/electronic, non-electric/non-electronic process control instrumentation and automatic control and regulator valves. Best sales prospects will be for electric and electronic instruments with applications in following industry sectors: industrial organic chemicals manufacturing; blast furnaces and basic steel mills; electricity generation and distribution; and water supply. Cantwell Walsh, 202-377-4399.

EDP USA 78. U.S. Trade Center, Milan. May 9-13. Equipment and services with the highest potential are mini- and micro-computers, traditional peripheral equipment, data transmission and communication systems, small-business software packages, and trained EDP manpower. Bill McClure, 202-377-4975.

Luxury Consumer Goods and Sporting Equipment. Caracas. May 15-20. The Venezuelan market for luxury consumer goods is expected to grow at an average annual rate of more than 30 percent through 1979, which will boost sales to over $200 million. Demand is a result of a long splurge by consumers, who are spending record petroleum revenues on prestigious American consumer goods. The Venezuelan demand for luxury consumer goods has led to a market share of 60 percent for U.S. products in this category. Tom Jacka, 202-377-4832.

Licensing, Investment Abroad

2099—VENEZUELA—Firm desires contact with **food chemistry engineering companies** with capabilities for designing and equipping plant to produce pectin from citrus waste. Capacity of plant will be about 10 tons per hour. Company is well known distributor of food industry chemicals and machinery. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-77551.

2952—FRANCE—Seeks licensing arrangement for manufacture of **waterproof roofing materials.** Firm is manufacturer, exporter, importer of roofing materials and products. Established 1909; employs 1,000. Marketing areas include Europe, North Africa, Middle East. Pierre Geisen, Pres., Gen. Mgr., SOPREMA, B.P. 121, 16 rue de Saint-Nazaire, F 67025 Strasbourg Cedex. Telex, 890307 F; telephone, 88-39-99-45. P-77913.

3079—SUDAN—Seeks joint venture partner for plastics project consisting of two parts: (1) production of 12,000 tons per year of **PVC granules** for 50 local factories; (2) production of 4,000 tons annually of **rigid PVC pipe** of various dimensions for agricultural and industrial use. Sudanese firm has concluded provisional technical assistance agreement with major chemical producer. Industrial permit and all import licenses have been granted. Mohamed Makkawi, Makkawi Plastic Industries, P.O. Box 172, Khartoum. WTDR. P-77915. OPIC.

3241—ISRAEL—Firm is interested in purchasing equipment and know-how to increase production of its **cement works.** Firm's three plants are producing two million tons of cement a year. Company's objectives are: saving energy by using coal in lieu of present heavy oil and by converting from "wet to semi-dry" process; expanding capacity by building new plant or by upgrading two existing "wet" process plants. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-77916. OPIC.

3241 — THAILAND — Seeks to construct **dry process cement plant** at Saraburi (about 100 km. north of Bangkok) with daily production capacity of 2,500 to 3,000 m. t. of portland cement. Feasibility study and survey of raw materials deposits have been completed. As it will be a turnkey project, technical know-how will be required. Desires to obtain specifications and proposals from overseas suppliers as soon as possible because Royal Thai Government's Board of Investment requires submission of details of project. Project's promoters, engaged in textile industry, wish to diversify their investments. Several Thai banks have agreed to grant loans for cement project. Diloke Vongsevisayavan, 120 Serm Sinkha Road, Jawaraj, Bangkok. P-77907. OPIC.

3241 — THAILAND — Seeks to construct **cement plant** one km. between 671st and 672nd, Phaholyothin Rd., Amphur Muang, Lampang, in Northern Thailand with annual production capacity of 1.6 million m. t. of portland cement. Firm plans to invest $100 million, 70% of which will be spent on plant machinery, and to employ about 500 workers; 40% of company's equity will be held by Korean Nationals, remainder by Thais. Interested firm should write United Thai Cement Co. Ltd., 75/2 Sukanthuram Road, Dusit, Bangkok. P-77906. OPIC.

3296—MEXICO—Seeks to establish slag (from steel mill waste) **mineral wool factory** with U.S. technical know-how. Mineral wool needed is type used for structural insulation for homes, commercial and industrial buildings. Firm presently produces expanded polyurethane for insulating purposes; also manufactures asbestos metal pipe insulating materials. Factory is on 10,000 sq. m. self owned lot, which includes all facilities such as electric power, gas, water, warehouses, offices, plant. New plant will be constructed next to present plant in Guadalajara, Jalisco. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-77905.

3442—SAUDI ARABIA—Recently established trading, contracting, industrial firm seeks joint venture with American firm experienced in producing **doors, windows, louvres and related building products** of wood, aluminum, other materials. Firm presently builds accordion-type doors. Wants U.S. partner to invest some equity and supply technical and marketing know-how. Saudi firm hopes to obtain half of necessary financing from Saudi Industrial Development Fund, a government institution. Solaiman El Khereiji, Owner, International Center for Commerce & Contracting, P.O. Box 2388, Jidda. Telex: 40112, Ditco SJ; telephone, 23879. P-77918. OPIC.

3443 — BELGIUM — Company presently manufacturing welded structures, etc., would like to act as sub-contractor and distributor in Belgium of **plate heat exchangers.** For further information contact Ms. Doris Atkind, Trade Promotion Officer, European-American Bank, 10 Hanover Sq., New York, N.Y. 10015; telephone, 212-437-4300. P-77919.

3469, 3823, 3079—SWITZERLAND—Firm seeks manufacturing licenses in following fields: **stamped metal items** for household, commercial and industrial use, such as kitchen utensils, small metal housings for electrical apparatus, fasteners; **electronic process control instruments and related controls** such as temperature, pressure, flow monitoring instruments, and **plastic ware for household use and modularized shipping containers and boxes.** Paul Vogler, Pres., Parmac AG, Frankenstr. 20, P.O. Box 105, 6002 Luzern. Telephone: 041/235417. P-77914.

3479—JAPAN—Leading manufacturer of stainless steel and titanium alloy products seeks U.S. firms interested in providing technological assistance for manufacture of **solar energy absorbent material** for coating on stainless steel collectors. Firm hopes to purchase this material from U.S. partner until it manufactures product under license agreement. Japanese firm employs 2,000, reports sales of $210 million. Mutsuei Yoshino, Tech. Mgr., Products Development Dept., Nippon Stainless Steel Co., Ltd., 8-2 Honshio-cho, Shinjuku-ku, Tokyo 160. P-77917.

3523 — FRANCE — Seeks to manufacture under license **farm and soil preparation equipment, including sowing machines and plows.** Firm presently produces, exports

farm machinery. Employs 175, enjoys good commercial reputation. Has technical capability to make soil preparation equipment. Mr. Caillermer, Pres., Ets Beauvais & Robin, 28 Rue Du Maine, B.P. 915, 4900 Angers Cedex. Telex, 72348F; telephone, 49-67-52. P-77552.

3531—FRANCE—Seeks to produce under license **material handling equipment for fertilizers, seeds, grains.** Firm currently manufactures, exports harvesting machinery for agricultural use, and material handling equipment and other devices for quarries. Employs 428 and 12 salesmen. Enjoys good reputation, has technical ability to make material handling equipment. Michel Ayel, Mgr., Societe Nouvelle des Etablissements Thomas, 12 Quai Jean Bart, 35600 Redon. Telephone: 71-16-60. P-77910.

3551—NETHERLANDS—Seeks licenses to manufacture **continuous mixers, vacuum dryers, fermenters for pharmaceutical industry, thawing installations for food processing and process vessels.** Currently, firm produces coolers, boilers, pasteurizers and other equipment for food, cosmetic, chemical and chemical industry. Employs 100. P. Koek, Pres., N.V. Machinefabriek Terlet, Oostzeestraat 6, Zutphen. P-77553.

3552—SAUDI ARABIA—A leading diaper manufacturer seeks to purchase **non-woven textile machinery and raw materials used in production of non-woven cloth for diapers.** Firm markets domestically and in neighboring countries. Good financial standing. Mohamed O. Bawazeer, Mng. Dir., Bawazeer Diaper Manufacturing Co., P.O. Box 67 Mecca. Cable: LORD; telephone, MECCA 022/22459 and 022/22541. P-77554. OPIC.

3559—SWITZERLAND—Seeks licenses to manufacture **stainless steel chemical processing equipment such as blending and mixing machinery, vessels, novel type heat exchangers, emulsifying systems, extraction plants and shaking systems.** Of special interest are **non-vertical blending machines for chemical and pharmaceutical industries.** Also wants to produce **conventional type equipment for use with nuclear power plants and advanced sewage equipment for use in biological and chemical waste water treatment.** Well equipped for any manufacturing operations with stainless steel. In 1976, increased sales by 15%. Excellent financial reputation. H. U. Walser, Romabau AG, 8570 Weinfelden. P-77558.

3559 — UNITED KINGDOM — Seeks to manufacture under license **curtain and roller coating equipment, and automatic sanding or buffing equipment for wood and wood products.** Firm produces wide range of surface finishing machinery, especially plating and polishing equipment for metal finishing industries. Employs about 1,800. Executives of company are prepared to visit U.S. to meet with prospective licensors. G. Ford, Business Development Mgr., W. Canning Ltd., P.O. Box 288, Great Hampton St., Birmingham B18 6AS, England. P-77904.

3566—NORWAY—Manufacturer of foundry products, cranes, hoists and food processing machinery in stainless steel seeks license or joint venture. Potential interests include **gears and transmissions for use on board ships and trawlers, offshore oil fields, pulp and paper industry and in internal transportation.** Firm has modern machinery, tools, equipment. Employs 350. Production is valued at around $11 million. T. Helland-Hansen, Mng. Dir., Hamjern A/S, POB 38 Hamar. Telephone, 065-21620; cable, HAMJERN; telex, 16538. P-77901.

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. WTDR request forms may be obtained from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

3573—NEW ZEALAND—Seeks licenses, technical agreements to manufacture and market **visual display units for such applications as mini and micro computer terminals and systems and printer systems for computer keyboards.** Firm is part of very substantial group with sophisticated manufacturing facilities for all aspects of electronic equipment production. Includes radios, TV receiving sets. Company considers minimum annual market for display units at $100,000. L. R. Vowless, Chief Engineer, Applied Electronics Ltd., P.O. Box 22417, Auckland 6. Telephone: 2763949. P-77909.

3589, 3949—KUWAIT—Seeks to contact American company specializing in **swimming pools** to form joint venture or contract agency distributorship agreement. Abdulmalek R. Al-Duaij, Gen. Mgr., Kuwait Sanitary Ware Co., P.O. Box 21999 Safat, Kuwait. Cable: SANIWARE; telephone, 445080/2. P-77559.

3641—FRANCE—Seeks license to manufacture **incandescent lamps and lamp holders for commercial and industrial use.** Presently makes electric lamps and equipment. Established 1948, employs 165. Annual sales $2.5 million. Good reputation. Philippe Daric, Commercial Mgr., Ets. Guy Daric, 26 Rue du Goulet, 93302 Aubervilliers. P-77911.

3660—NEW ZEALAND—Seeks license to manufacture **reflex horn speakers** for plant and commercial installations to use in warning and address systems and general security. Shaping and stamping of brackets and trumpets would be done locally, U.S. licensor would supply components, technical know-how. Firm is large, successful company specializing in fire safety and security control. Would produce about 2,500 horn speakers annually. Grahame Meikle, Mgr., Production Div., Wormald Vigilant Ltd., P.O. Box 19545, Christchurch. P-77555.

3661—MEXICO—Seeks license and technical assistance to produce **intercommunication equipment (except telephone and telegraph) and electric alarm and signal systems and devices.** Currently, company makes electronic devices for telephones. Markets throughout Mexico. Javier Campos Avila, Telecommunicacion Ejecutiva, S.A., Puebla Na. 308-404, Col. Roma, Mexico 7, D.F.; telephone; 905-528-9790. P-77557.

3662, 3569—JAPAN—Seeks licenses to manufacture advanced **fire alarm and fire extinguishing equipment and equipment for insuring safe operation of industrial machinery.** Product interests include sensors and detectors for checking temperature, smoke, flame and gas leakage; fire alarm equipment; fire extinguishing robots, sprinklers, hydrants and jet guns; safety and evacuation equipment for use in underground shopping centers, high rise buildings, construction sites and trains; safety devices for use in high speed machines; and devices for preventing induction of static electricity in general industrial machines. Firm has annual sales of $130 million, employs 1,600. Leading producer of boilers, incineration and sewage plants, environmental equipment. Expanding its product lines. Hideo Miki, Administrative Dept., Takuma Co., Ltd., (Takuma, K.K.), 16-1, Dojima Naka 1-chome, Kita-ku, Osaka 530. P-77560.

3679—SRI LANKA—Major industrial group seeks to produce **electronic components, light engineering products and rubber goods** under joint venture. Needs capital, technical know-how. Presently makes and distributes recorders, electric motors, transistor radios and other products. Has acquired land in proposed free trade zone which government plans to establish near international airport. Will set up production facility in trade zone. Well respected firm. A. Y. Samuel Gnanam. St. Anthony's Industries Group, P.O. Box 1455, 752/1 Baseline Rd., Colomob 9. WTDR. P-77902. OPIC.

3841—FRANCE—Firm seeks licensing rights to manufacture **hospital laboratory analysis equipment, patient distance observation equipment, measuring instruments, dose determination instruments, sophisticated surgical equipment for endoscopy.** Concern presently manufactures anti-explosive equipment for mining and chemical industries, and medical equipment; also produces electric installations for large companies and public and governmental organizations. Established 1921, employs 350. Markets worldwide. Mr. Renaud, Societe Alsacienne d'Installations Techniques, 10 rue du Zornhoff, F 67700 Saverne. Telex, 870725 F; telephone; 88-91-32-21. P77912.

3944, 2511—PHILIPPINES—An established **wooden toy and nursery furniture** manufacturer is seeking joint venture partner. Firm is situated in Mandave City, Cebu, Southern Philippines. Present production is 2,000 units a month, distributed at leading supermarkets and department stores on the island and in some areas in Mindanao. Prospective partner should be able to provide technical expertise in production management, material specifications, marketing arrangements. Juan B. Sala, Proprietor, Salson Trading, Room 219, Lay Kim Bldg., Subangdaku, Man-

dave City, Cebu: Copies of initial responses should be addressed to Embassy, Commercial Section, 1201 Roxas Blvd., Manila. P-77908. OPIC.

3995—PHILIPPINES—Manufacturer of **caskets** offers 30% equity to U.S. company. Concern currently exports to Japan, Australia, Europe. Is registered with Government of Philippines Board of Investments as preferred non-pioneer enterprise. Efren A. Pacis, Pres., Philprojects Management Corp., Room 56, Fifth Fl., Zeta Bldg., 191 Salcedo St., Legaspi Village, Makati, Metro Manila. P-77556. OPIC.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under an investment, joint venture, licensing, or representation agreement, write to the Domestic Investment Services Staff, Bureau of International Commerce, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-5361), referring to the appropriate file number:

Investment

FRANCE—Wooden competition rowboats. Small company wants to open 5,000 sq. ft. manufacturing facility in U.S. with staff of 20 wood industry specialists. Location near materials of "unrolled" and "sliced" mahogany and red cedar, and qualified woodworkers. Mr. Lopez, Gen. Mgr., CNS, 74600 Seynod-Annecy. File 3567.

GERMANY—Quilts. Middle sized manufacturer of down-filled quilts wants to establish own company for importing semi-finished products for completion in U.S. and later to have total production in U.S. Preference is New York or East Coast. Commercial Section, U.S. Con. Gen., Urbanstr. 7, D-7000 Stuttgart 1. File 3568.

GERMANY — Excavators and truck mounted cranes. Producer of construction machinery and equipment wants to establish production plant in U.S. covering 25,000-50,000 sq. m. Initially employ 110. Commercial Section, U.S. Con. Gen., Cecilienalle 5, 4000 Dusseldorf 30. File 3569.

MEXICO—Pollution control equipment. Firm interested in establishing plant in U.S. to manufacture pollution control equipment in water treatment, desalination, automotive and industrial processes. Francesco Burlando Morelli, Asti Engineering, S.A., Avenida Ricarti 427, Colonia Lindavista. File 3570.

Joint venture

SWITZERLAND—Absorption chemicals. Old line manufacturer of industrial chemicals seeks joint venture with medium sized chemical manufacturing company to manufacture its line of absorption chemicals in U.S. E. Sigg, Chemische Fabrick Uetikon, 8707. File 3571.

DENMARK—Polymer-bitumen roofing materials. Company established 1898, has 500 employees. Wants U.S. partner of equal size, is prepared to invest adequate capital. Will assist in exporting from U.S. of partner's products. O. V. Hansen, Mktng. Mgr., P.O. Box 49, DK 4300 Holbaek. File 3572.

GERMANY—Wrenches and other fastening devices. Company of 50 employees is manufacturer of hand-operated power wrenches, hydraulic bolting devices, hydraulic tensioning cylinders and accessories. Prefers partner in Chicago area or on East Coast with facilities equipped with lathes, milling machines, drilling and saw machines. Technical advice and skilled personnel can be provided by German company during initial stage, if required. P. H. Wagner GmbH KG, Postfach 30, 5203 Much-Birrenbachshoehe. File 3573.

UNITED KINGDOM—Soil-less compost. U.K. firm will supply basic raw materials, manufacturing expertise. Potential U.S. partner should have access to peat. G. W. Henshilwood, Mktng. Dir. (Agriculture), Lindsey & Kesteven Fertilisers Ltd. Wigford House, Brayford Pool, Lincoln LN5 7BL. File 3574.

License or joint venture

FRANCE—Cam switches, indicating lights, pushbuttons. Firm employs 750. Interested in middle sized U.S. partner for U.S. production. Georges Baumgarten, Pres. and Gen. Mgr., Baco Constructions Electriques, 290 Route de Colmar, B.P. 101 F 67024, Strasbourg. File 3575.

FRANCE—Paint, interior and exterior. D. Jardin, Pres., JAREV, 29, rue de la Poterie, B.P. 27, 91104 Corbeil Essonnes Cedex. File 3576.

ISRAEL—Hydraulic crane, articulated, truck-mounted. Bencyon Hadar, Mktng. Mgr., Ram On Crane and Metal Enterprises Ltd., POB 162, Industrial Zone, Beit Shean. File 3577.

Licensing

FRANCE—Special plastic/metal tongue depressor. Claims superior to present. Pierre Bouffard, 91530 St. Cheron, Paris. File 3578.

GERMANY—Illuminated plastic globe. Electrically operated, rotates one complete revolution each day. Guentes Bretthale, GB-Globen, Spezialmochel, Gaensibrink 9, 4993 Rahden. File 3579.

GERMANY—Electronic measuring device for dispensing beverage. Clemens G. Blanke, Int'l. Mktng. Mgr., EMA International GmbH, Friedrick-Ebertstr. 110, 4400 Muenster. File 3580.

NEW ZEALAND—Pipes. Designed to reduce amount of tobacco tar reaching smoker's mouth, eliminate need for cleaning pipes and reduce blockages caused by clogging of damp tobacco. W. M. Douglas, P.O. Box 890, Christchurch. File 3581.

SWITZERLAND—Medical testing device. Sensitivity test set to help determine antibiotic's effectiveness against bacteria. Otto Kaeslin, Export Mgr., Wild & Co., Ltd., Lange Gasse 4, CH-4002 Basel. File 3582.

SWITZERLAND—R. Zbinden, Pres., R. Zbinden Machine Tools & Apparatuses, Sonnenweg 30, 3098 Koniz-Bern, is offering following internationally patented products:

Garbage compactor, electrically operated, for household and commercial use. File 3583.

Drill sharpening machine, automatic, on principle similar to standard pencil sharpeners. Low priced. Minimum diameter of drills to be sharpened, 2 mm.; maximum, 13 mm. Space requirements for table top unit, about 400 x 400 mm. File 3584.

Volumetric dosing system, pneumatically controlled, for liquid products of any viscosity. Volume is infinitely variable. Accuracy is within 1.5%. System presently used for food packaging (liquid ready-mixed cheese fondue), and applications in chemical and pharmaceutical industries. File 3585.

Cutting blade, hard metal, with exchangeable cutting teeth. Blade reportedly can be used four times longer than regular metal cutting blades. File 3586.

UNITED KINGDOM—Incinerator. Non-polluting, circulatory fluidized bed incinerator for burning garbage, sewage, oil sludges, other wastes. D. P. Sanders, Appa Thermal Exchanges, Ltd., Triumph House, 189 Regent St., London W1R 7WD. File 3587.

UNITED KINGDOM—Showcases. Glass display, free standing and countertop; specializing in security display cases claimed to be pilferproof. Cheryl A. Bistow, Mng. Dir., Modern Showcases Ltd., Beaumont Works, Sutton Rd., St. Albans, Herts. File 3588.

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate nor make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States, and (b) to encourage and request U.S. concerns engaged in the export of articles, materials, supplies, or information to refuse to take any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts. Accordingly, U.S. concerns receiving such requests to participate in a restrictive trade practice or boycott are encouraged and requested to refuse to comply with them.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such request to the Department of Commerce in accordance with Section 369.4 of the above-cited regulations.

Report Describes Investment Potential In Papua New Guinea

The U.S. Embassy in Port Moresby has recently prepared a report describing the investment potential in Papua New Guinea. Topics covered include the government's attitude toward foreign invest-

ment, taxation, general economic conditions, labor, transportation and tariffs. The Embassy notes that investment opportunities exist in timber harvesting, fishing, sugar and rice plantations and mineral and oil prospecting. Timber is of particular interest and several major development projects are pinpointed in the report. Additional information on investment opportunities is available from: Executive Director, National Investment & Development Authority, P.O. Box 5053, Boroko, Papua New Guinea and the U.S. Embassy, Armit St., P.O. Box 3492, Port Moresby, Papua New Guinea. Copies of the investment report are available from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-77903.

Direct Sales

The following trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Program, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest indicated by codes 0111-1799 and 4011-8999 are based on the Standard Industrial Classification Manual, 1972; codes 20 through 39 come from Numerical List of Manufactured Products (New 1972 SIC Basis), MC72-1, 2. Codes beginning with 99 are from the TOP coding system.

U.S. firms should be aware that the listing in Commerce America *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Department's Export Administration Regulations. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

Forest products

0849000—JAPAN—Direct sale opportunity for dried borassus chips, raw material for production of gallic acid. Est. annual purchase $40,000. Mfr./imp./distrib. of various chemicals, wishes to purchase dried borassus chips for resale. Capital $20,000, 1976 sales $1.5 million. Ref.: Fuji Bank, Shichijo Branch, Kyoto. Reply to—Toshio Kawamichi, Pres., Kawamichi Seiyaku Kogyo K.K., Honmachi 17-Chome, Higashiyama-Ku, Kyoto 605. Tel. 075-561-6012.

Fibers, manmade & natural

2221417—ZAMBIA—Tenders invited for 22,000 meters cloth material, 67 percent polyester & 33 percent combed cotton, width 113/115 cm. (45 inches) for Post & Telecommunications Corps staff uniforms. Required in Ndola in following quantities & specs.—10,000 meters maroon; 5,000 meters mediterranean blue; 4,000 meters green; 3,000 meters navy blue. Minimum 15.24X15 cm. feeler sample of item offered must be forwarded to address below. Prices in Zambian currency. Firms offering prices for stock held outside Zambia must quote on c.i.f. Ndola basis. State f.o.b. prices & freight charges separately. State delivery period from date of receipt of order. Obtain bid docs. from—The Secretary, Central Supply & Tender Board, P.O. Box 1009, Lusaka. Refer to tender no. MF/PTC/224. Bid deadline Nov. 11.

Special industrial machinery

2654353 — ECUADOR — Plans to found company to make ice-cream bars & similar products such as frozen fruit bars & the like, & wishes to obtain catalogs, prices, etc. for equipment & materials necessary. Is very cost conscious & wants to keep his initial financial exposure low as possible. Area in which he plans to estab. business currently has no such production & must transport these products at least 3 hours by truck from neaest production facilities. Market for ice-cream bars & the like in Santo Domingo believed good. Spanish correspondence required. Contact—Fabian Garzon M., Owner, Fabian Garzon M., C/O Papeleria Chavez, Carrera Montecristi 144 Y Ave. Quito, Santo Domingo De Los Colorados, Ecuador.

Plastic products

3079810—WEST GERMANY—Direct sale opportunity for cellophane sheets (for use in packaging meat products), only grade I & II. Sheets, 35G & 45G/sq. meter, size 24X36 cm. Quote c.i.f. German port. Estab. 1918; employs 20; annual sales DM 6 million. Intended imports—50 tons/yr. Financial ref.: Stadtsparkasse Essen. Reply immediately to Frau Antonie Balluff, Papier-Balluff, Langenberger Str. 436, 4300 Essen 14, Germany. Tel. 0201/581051; telex 8579914.

Glass, glassware

3221033—SOUTH AFRICA—Direct sale opportunity for bottles for water coolers 15 & 20 liters. Company is one of 8 to 10 mfrs. of water coolers, but advises that only one local bottle mfr. has capacity to make bottles for water coolers, with monopolistic situation resulting. Ventex therefore seeks alternate supply at competitive prices. Send product literature, prices, minimum quantities & discounts. Contact C. Botha, Mng. Dir., Ventex (Pty.) Ltd., P.O. Box 17057, Hillbrow, 2038, South Africa. Tel. 23-5836.

3229200, 3264010—SYRIA—Supply glass or porcelain electrical insulators for medium & low tension according to following details—227,400 pcs. 24KV for medium tension, 102,000 sets of metallic elements composing series, & 562,000 for low tension various capacities. Bid & final bonds 500,000 Syrian pounds, & 10 percent of contract value. Delivery period soonest, & considered factor for preference. Delay penalty 1 Syrian pound per thousand daily (US$1 = S.P. 3.90). Offer valid for 3 months. Bidder should state mode of payment preferred, but offers with payment facilities or barter favored. Mode of payment not defined. Obtain book of conditions & specs. from Public Establishment of Electricity, Sultan Salim St., Damascus. Refer to bid no. 622. Bid deadline Nov. 19.

Nonferrous metals

3355111—PARAGUAY—One million meters, aluminum base alloy wire, 35 sq. millimeters, for electrical transmission. ANDE is natl. elec. power utility. Est. total cost of tender $65,000, to be financed with ANDE's own funds. Specs. (2 sets) available for $30, additional set $20. Bids should be submitted through local agent duly registered with ANDE. Bid docs. available from Division De Adquisiciones, Departmento De Licitaciones—ANDE, Calle Padre Cardozo 355, Asuncion. Refer to bid no. 159/77. Bid deadline Nov. 15.

3357470 — SINGAPORE — Supply 250,000 meters (plus or minus 30 percent) paper or wood-pulp insulated unit twin-type telephone cable with stalpeth sheath overall, mfrd. according to telecoms specs. LPP/EPJ/L4/02/11/4 issue July 1977. Cable size & conductor diameter—1,000 pairs/0.63 mm. Tender docs. available upon payment of S$2,000 (approx. US$800) deposit, paid in form of bank draft in favor of "Telecommunication Authority of Singapore." Bid docs. available from Mohamed Ariff, Head, Purchasing, Lines & Switching Department, Telecommunication Authority of Singapore, 4th Fl. Plaza Singapura, 68 Orchard Rd., Singapore 9. Refer to tender no. PT/114/77(X). Bid deadline Nov. 11.

3357840—SINGAPORE—Supply & delivery of 1,200 meters 66KV 630MM2 copper conductor single-core oil-filled power cables & accessories. Tenders only considered from firms who submit satisfactory evidence of experience in supply & delivery of similar works. Additional information available from Dept. of Commerce, TOP, Rm. 2321, Washington, D.C. 20230, tel. 202-377-2251. Tender docs. available for S$1,000 (approx. US$400) deposit made out in form of crossed check or money order in favor of "Public Utilities Board", from Tay Sin Yan, Chief Electrical Engineer, Public Utilities Board, Electricity Dept., Somerset Rd., Singapore 9. Refer to tender specs. no. 0026. Bid deadline Nov. 11.

3357848-65—MOROCCO—Supply, installation & connection of single-pole cables, synthetically insulated, normal voltage—225 KV, at transformer station of Mohammedia Thermal Power Plant. Project financed by Moroccan Central Govt. investment budget. Bid docs. available from address below against payment of DH 150 (approx. US$33) plus postage, prior to submitting offers. Embassy strongly advises bid submission in French language. Refer to bid no. 17 192 E. Obtain bid docs. from—Monsieur Le Directeur, Off. National De L'Electricite (1), Boite Postale No. 498, Casablanca. Telex OFELEC 22.789 M. Bid deadline Nov. 26.

Primary metal industries

3398011—HONG KONG—Heat treated silver steel (drill rods), unalloyed silver steel extra hard special, in fixed length of 3 ft. diameter ranging from 3/32" to 1".

Monthly requirement—50,000 lbs. Active firm with satisfactory financial status. Good sales contact. Reply to—Cheung Kam Hung, Mng. Dir., Kam Pacific Co. Ltd., 1403, Yu Sung Boon Bldg., 107-111 Des Voeux Rd., C. Hong Kong. Cable KAMPACIFIC H.K.; tel. 5-455295.

Engines, turbines

3511100 — URUGUAY — One 5,000 kva steam turbine generator set with parallel synchronization control systems linking turnkey installation to existing power facility. Total est. cost turnkey installation US$5 million. Financing required with period of grace & min. 5/yr. term. Contractor or supplier must subcontract locally if Uruguayan material & manpower available. Factory rep. residing in Montevideo & technical rep. mandatory. Guarantee deposit equivalent US$20,000. Specs. available from Ancap, Div. Combustibles (Caja), Luis De La Pena 1000, La Teja, Montevideo, for US$40. Submit bids to—Administracion Nacional De Combustibles Alcohol Y Portland (Ancap), Av. Agracida Y Paysandu, Montevideo. Refer to bid no. 0/0414. Bid deadline Jan. 10.

3519000, 3623000—EGYPT—Supply of 20 marine diesel engines & 6 welding apparatus. Only IBRD member countries & Switzerland may bid. All offers must be accompanied by 2 percent of tender value as provisional deposit, & must be submitted through registered commercial agent from private or public sector company. Tender docs. available for L/E. 25 (US$35.71) per copy from Gen. Egyptian Organization for Sanitary Projects, 5 A Gohainy St., Dokki, Giza, Egypt. Refer to tender no. 7/77. Bid deadline for this tender Nov. 15.

3519200-300-400, 3732200-500, 3792100, 3811200—ECUADOR—Consonant with campaign against foot & mouth disease, government expected to soon issue public tender for lab. equipment for quarantine station in city of Esmeraldas; lab. equipment for rural animal health clinics; 14 house trailers; 6 motor launches with motors. Correspondence in Spanish. Contact Dr. Manuel Moscoso C., Director Ejecutivo Del Programa, Nacional De Control De La Fiebre Aftosa, Min. De Agricultura Y Ganaderia (MAG), Guayaquil Y Briceno, Quito.

Metalworking equipment

3545398—INDIA—Spares & attachments for machine tools—optical flate for micrometers & measuring instruments; master try squares; microdial indicators; demagnetizer; sinebars; flating micrometers; snap gaugetesters; measuring tools; magnetic chucks, etc. Quote both f.o.b. & c.i.f. prices with delivery terms. Obtain bid docs. from Deputy Gen. Mgr. (MM) HMBP, Heavy Engineering Corp. Ltd., HMBP Purchase Dept., P.O. Dhurwa, Ranchi 834004, Bihar, India. Refer to bid no. PUR/HMB/FI (24)/77/587. Bid deadline Nov. 25.

Special industrial machinery

3559551, 9913301 — BOLIVIA — Turnkey project for construction & equipping of glass container plant. Offering firm must have Bolivian rep. Specs. available for $250 from Comite De Obras Publicas Y Desarrollo de Tarija, Direccion De Administracion De Codetar, Casilla 1364, Tarija, Bolivia. Refer to bid no. 5/77. Bid deadline No. 21.

General industrial machinery

3561200, 3321500-1700-1800 — EGYPT — Supply 6 electric pumps & equip. Each pump to have capacity 3,500 cu. meters/day & 60-meter total dynamic head. Water pipe 17 km. in total length, with all accessories; diameter pipe to be 1.50 m. Water pipe 10 km. in length & 1 m. in diameter. Project for new 10th of Ramadan City. Only offers from Egyptian commercial agents of public sector companies or of private sector accepted. Tender docs. available for LE 200 (US$284) per copy from Office Dep. Minister Reconstruction, Central Reconstruction Organization, 1 Ismail Abaza St., Cairo. No bid deadline stated.

3567111—INDIA—High temperature furnace for melting magnetite. Should be electrically heated, direct/indirect/submerged arc or resistance type, suitable for handling 200 to 300 liters material with arrangement for tapping by tilting mechanism for discharging molten mass in water-cooled trough. Suppliers may wish to quote through telex 011-4328 Bombay. Specs. available from Department of Commerce, TOP, Rm. 2321, Washington D.C. 20230; tel. 202-377-2251. Submit offers to—V.K. Puri, Asst. Superintendent, Catalyst Dev. & Production, Fertilizer Corp. of India Ltd. (FCI), Prabhu Kunj, Pedder Rd., Bombay 400 026. No bid deadline stated.

Electric transmission, distrib. equip.

3612200—COLOMBIA—Direct sale for resale, excl. distrib. for high voltage insulators, pintype & line posts. Operates under Colombian by-laws of a limited liability partnership. Registration with local Chamber of Commerce is no. 4238 dated March 31, 1976, capital 40,000 pesos, gross assets 750,000 pesos (36.5 pesos=US$1). Annual sales est. US$1,200,000. Rodriguez is electric engineer who supervises & performs contracts with industrial entities in Colombia. New city expansion projects will require importation above f.o.b. quotations. Financial ref.: Banco Royal Colombiano, Calle 34 No. 44-21, Barranquilla, Colombia. Represents James G. Biddle Co., Plymouth Meeting, Pa. 19469; Southwire Co., Carlton, Ga.; Sherman & Reilley, Inc., P.O. Box 11267, Chattanooga, Tenn. 37401; Okonite Co. Int., P.O. Box 340, Ramsey, N.J. 07448. Good commercial & banking reputation. Six employees. Reply to—Jesus Alfredo Rodriguez, Mgr., J.A. Rodriguez & Asociados Ltda., Apartado Aereo 1699, Calle 39 No. 43-128, Barranquilla, Colombia. Cable JAR; tel. 21267.

3612205, 3264000, 3643000, 3825100—INDIA—Following electrical equip. for rural electrification program required. 3-phase distribution transformers, 11kv/433x250 volts—200-100kva; 750-63kva; 140-25kva. Conductors, 20 mm sg. (nominal 11,000 kms. al. area) acsr; 30 mm sg. (nominal 3,600 kms. al. area) acsr; 50 mm sq. (nominal 700 kms. al. area) acsr. 37,000 11 kv porcelain pin insulators; 37,000 G.I. pins, for 11 kv pin insulators; 15,500, 11 kv porcelain strain insulators. 15,500 hardware fittings for 11 kv strain insulators; 11,500 porcelain shackle insulators; 11,500 fittings for shackle insulators. Energy meters—41,000 single-phase 2-wire 240v 2.5-5 amps; 6,800 single-phase 2-wire, 240v 10-20 amps; 5,500 3-phase 4-wire, 415v 10 amps; 1,400 3-phase 4-wire, 415v 30 amps. Import against IDA financing. Complete set tender docs, available for RS.100 (approx. $11) at below address by sending crossed demand draft in favor of Accounts Officer (Cash), PSEB, Patiala. Refer to bid no. IDA/REC/PSEB/1/(P&D)-Q-2158. Obtain bid docs. from G. P. Srivastava, Chief Pur. Officer, Stores Purchase Sec., Punjab State Electricity Board, Patiala, Punjab, India. Bid deadline Nov. 15.

Electrical industrial apparatus

3621400 — ETHIOPIA — Eleven diesel engine driven standby generator sets. Price must be c.i.f. Assab for 10 sets & c.i.f. Massawa for 1 set, for shipment by ocean freight with insurance paid up to TSE's warehouses. Bid bond of Eth. birr 2,000 (US$966.20) by first-class bank or insurance co. required & must accompany bid. Payment made from IDA-granted loan 90 percent of each shipment 45 days after receipt of shipping docs. against draft, 10 percent of contract value upon expiry of one-year guarantee as from date equip. received. Obtain bid docs. from—Gen. Mgr., Telecommunications Service of Ethiopia (TSE), P.O. Box 1047, Addis Ababa. Refer to bid no. 15/77. Deadline Nov. 29.

Electric lighting, wiring equipment

3648500-900, 9916300 — MALAYSIA — Tenders for supply, installation & commissioning of lighthouse lighting equipment for Kuantan Port Lighthouse situated 15 miles north of Kuantan in State of Pahang. Tender docs. available for non-refundable deposit of M$200 (US$1 = approx. M$2.44) from Dir. of Marine, Peninsular Malaysia Marine Hqs., Foreshore Rd., Port Klang, Selangor, Malaysia. Bid deadline Nov. 26.

Communications equipment

3661200 — SINGAPORE — One tool room precision jig boring machine with high precision lead screw & standard equipment. Refer to bid no. NK/M/2505/(1484)/MP/CEC/T-231. Obtain bid docs. from—Dourns W. H. Ting, Head, Purchasing, Radio & Transmission Dept., Telecommunication Authority of Singapore, 4th Floor Plaza Singapura, 68 Orchard Rd., Singapore 9. Deadline Nov. 11.

3661200—SINGAPORE—Supply & delivery following equip. for subscriber-intercommunications system for new Changi Airport: A. Type A—SF signalling with E & M converter on 4-wire between Changi & Paya Lebar Airports; B. Type B—SF signalling with E & M converter on 4-wire at Changi Airport & 2-wire to Paya Lebar Airport with rigndown facility; Type C—generator signalling of 20 HZ to E & M /SG converter on 4-wire between Fort Canning Station & Changi Airport with system passing through Paya Lebar Airport for regeneration of signals. Above systems to be housed in universal 48.26 cm. mounting shelves complete with: A. power supply—230 V AC, 50 HZ & auto changeover to 48V battery supply if AC fails; B. 20 HZ plus or minus 3 HZ ringer with 20 HZ interrupter; C. SF signalling. For Changi, shared common shelves are to be used, & for intermediate stations, individual shelving required. Tender docs. available upon payment S$250 (approx. US$100) deposit, in form of check made out in favor of "Telecommunication Authority of Singapore". Refer to tender no. PI/113/77(Y). Obtain bid docs. from—Dourns W. H. Ting, Head, Purchasing, Radio & Transmission Dept., Telecomm. Authority of Singapore, 4th floor Plaza Singapura, 68 Orchard Rd., Singapore 9. Bid deadline Nov. 11.

3662651 — MALAYSIA — Supply of 750

units of Vaisala Radiosonde RS18 or equivalent, 1,500 pieces Astor Radiosonde RS4 or equivalent to be delivered in 1978. Tender deposit (refundable) amounting to 2½ percent total amount tender subject to max. M$10,000 (US$1=approx. M$2.44) in Malaysian currency must accompany each of 2 tenders. Tender deposit should be in form of banker's draft or bank guarantee from banks estab. in Malaysia. Obtain tender forms from Dir. Gen., Malaysian Meteorological Service, Jalan Sultan, Petaling Jaya, Selangor, Malaysia. Bid deadline Nov. 30.

Measuring & controlling devices

3825114—PAKISTAN—1,000,000 a.c. watt hour meters. Single-phase, 10/30 amps. (meters required to be resistant to tempering; any special design or device may also be quoted). Financing through Pakistan's own foreign exchange resources. However, WAPDA would consider any loan/credit offer. Submit f.o.b. port of embarkation & c. & f. Karachi quotations in duplicate valid 90 days after bid deadline. Total quantity to be shipped within 5 months from date L/C. WAPDA prefers to deal directly with mfrs. Offer must be accompanied by bid bond not less than 5 percent value of offer. Tender docs. available for $12.50 each set incl. airmail charges, from Dir. Procurement (Electricity), Water & Power Development Authority, 28/B Wapda House, Lahore. Refer to 2055/CES/DPE-I/ADP-III/GMD/77-78/INTERNATIONAL. Bid deadline Nov. 12.

Optical instruments, lenses

3832131—WEST GERMANY—Sales opportunity for electronic microscopes. Newly estab. firm, already has excellent contacts with hospitals & central laboratories for private doctors. Financial ref.: Kreissparkasse, 5000 Koeln 90. Reply immediately to—Herr D. Lohmaier, Mts D. Lohmaier, Postfach 900503, Konrad Adenauer Str. 19, 5000 Koeln 90, Porz, Germany. Tel. 02203/33752.

Natural resource development

9910100—HONDURAS—Qualified petroleum exploration & development companies invited to send proposals for concessions in 3 blocks of offshore national reserve totaling approx. 400,000 hectares, on continental shelf between Bay Islands & Puerto Castillo & extending eastward. Obtain information & bidding instructions for $50,000 participant fee from Direccion General De Minas E Hidrocarburos, Ministerior De Recursos Naturales, Blvd. A La Colonia Kennedy, Tegucigalpa, D.C. Bid deadline Dec. 20.

Communication projects

9912500—MALAYSIA—Tenders invited for supply, installation & commissioning of Kuching-Sibu microwave system, & short haul microwave systems. Bid docs. available for M$150 (US$1=approx. M$2.44) from Dir. Gen. of Telecoms., Telecommunications Hqs., Bukit Mahkamah, Kuala Lumpur 05-01. Bid deadline Nov. 24.

Construction

9915108 — SINGAPORE -- Construction 45,000 cu. m. reinforced concrete reservoir at Lorong Bingkai. Project incl. supply & transport labor, plants & materials, etc. except where otherwise stated for construction & subsequent testing, sterilizing & commissioning 45,000 cu. m. RC reservoir, inclusive of following works—excavation to required level for floor of RC reservoir & disposal excavated material; excavation for column footings, wall bases, underdrain system, associated pipework, etc. & disposal excavated material; excavation in area allocated for instrument house, car parks, access rd. & disposal excavated materials; other incidental excavation such as for valve chambers, etc.; construction RC reservoirs with reinforced concrete as specified in specs. in floors, corrugated walls, columns, footings, staircases, beams, roofs, etc., incl. supply & fixing of rubber water stops & fillers for construction joints & expansion joints. Construction chlorine & instrument house & associated plumbing works, concrete apron, drains, etc. Construction car park & access rd. incl. rd. curbs, etc. Construction RC chambers for valves, dall tubes, etc. Supply & erect PVC coated chainlink fencing, incl. posts & gates. Fabricate & supply steel formwork for wall & roof. Construction temporary site office & bldgs. & removal same on completion works. All materials should be obtained from approved mfrs. or suppliers & should conform to requirements of either Singapore or British standards or other standards proposed by tenderer at time tendering providing that standards equivalent or superior to relevant Singapore or British Standards. Tender docs. available upon payment of tender deposit S$500 (approx. U.S.$260). Deposit to be made at Finance Dept., Public Utilities Board, Ground Fl., address below. Financed from loan by Asian Dev. Bank. Bid deadline Nov. 1. Obtain bid docs. from—Chou Tai Choong, Public Utilities Board, Pub Bldg., Somerset Rd., Singapore 9. Refer to tender no. WE39/77.

9915302-03-99 — ARGENTINA — International proposal will be invited for preparation working of mine no. 5 located in Yacimiento Rio Turbio. Work to be done—(A) Drilling in rocks 2 parallel galleries (approx. 20 sq. meters sec.) connected with each other every 150 meters by unions of equal sec. Fortification with metallic arches & crownings with wooden or metallic nets. Approx. distance between arches should be 0.90 meters & they should be separated by metallic or wooden brakes. Total length galleries & unions will be 9,900 meters. (B) Drilling in rocks 2 parallel caving loose stones for above mentioned galleries of 16 sq. meters sec. separated from each other by distance approx. 30 meters & communicated by unions of equal sec. Fortification & brakes should meet same characteristics as ones in item A. Estimated total length cavings of loose stones & unions should be 2.454 meters. While working in galleries cavings of loose stones, take into consideration presence fire damp gas of the order 0.1, 0.3, 0.5 percent or even greater. Arches, brakes & wood will be provided. Contact—Yacimientos Carboniferso Fiscales, Av. Roque S. Pena 1190, 1035 Buenos Aires.

9915306, 9923208 — ARGENTINA — Exploration, development, & exploitation under risk contract of oil & gas area in Austral Basin, Isla Grande De Tierra Del Fuego (approx. Greenwich coordinates S 52 degrees 40 min. to S. 54 degrees 40 min. & W 65 degrees 40 min. to W 67 degrees 40 min.). Areas will be awarded in two 10,000 sq. km. blocks—one, entirely offshore, is north of mouth of Grande River, 25 percent offshore & 75 percent onshore. Specs. available address below, for US$50,000, payable in Argentine pesos, & must be obtained prior to submitting offers. Conversion rate will be closing rate quoted by Banco De La Nacion Argentina for selling type day before date of purchase. Language of correspondence Spanish. Note—YPF's Houston office will not sell specs. for this tender. Est. value $9 million. Refer to—Lic. Pub. Internacional 14-870-77. Obtain specs. from—Y.P.F., Av. Roque Saenz Pena 777, Planta Baja, Oficina 5, 1364 Buenos Aires. Bid deadline Jan. 17.

CHANGE OF ADDRESS FORM

NAME—FIRST, LAST

COMPANY NAME OR ADDITIONAL ADDRESS LINE

STREET ADDRESS

CITY | STATE | ZIP CODE

(OR COUNTRY)

PLEASE TYPE OR PRINT

MAIL THIS FORM TO: New Address

Superintendent of Documents
Government Printing Office SSOM
Washington, D.C. 20402

Attach last subscription label here.

9915399, 9922299, 9923299—GUATEMALA—INDE will shortly be calling for intl. bids for $3 million worth of drilling & geophysical services as part of feasibility studies for 2 future Guatemalan hydroelectric projects, Chulac & Serchil. Studies will be carried out by W. German firm under German Govt. asst. package. There will be 5 lots, each to be bid separately: 2 lots for total approx. 4,000 meters drilling, 2 lots for excavation approx. 1,500 meters exploratory tunnels & 1 lot for overall geophysical studies, incl. seismic & resistivity work. Firms can bid on 1 or all 5 lots. Request all bidding documentation as it is made public from Dr. Stefan Emsmann, Plan Maestro, C/O Instituto Nacional De Electrificacion — INDE, 6A. Avenida 2-73, Zona 4, Guatemala City.

9916204—VENEZUELA—Extension Caracas subway system from Propatria Line in downtown Caracas through Antimano to Caricuao. Total extension 15 km., of which 11 elevated or ground level & 4 underground (line from Avenida 9 De Diciembre to Propatria). Next year construction will begin on 5½ km. between Caricuao & Antimano. Contracts should be awarded early next year. Est. project cost/foreign content is 1.5 billion BS. (approx. $349 million). Contact Dr. Jose Gonzalez Lander, Project Mgr., Jefe De La Oficina Proyectos Y Obras Del Metro De Caracas, Edificio Camejo, Piso 5, Esquina Camejo, Caracas.

9916400 — LIBYA — Construction 380-km road from Agedabia to Tobruk. Financed by Libyan Govt. through Libyan commercial bank. Tender docs. & specs. must be obtained upon payment of LD 300 ($1,020) from address below prior to submitting offers. Offers must be accompanied by initial guarantee of LD 200,000 (680,000). All tenderers must be registered by Secretariat of Housing in contractors register. Registration can be effected within 2 days. Obtain bid docs. from—Road & Railways Dept., Secretariat of Communications, Assaydi St., Tripoli. Bid deadline Jan. 5.

9916404—THAILAND—Bangkok Metropolis Administration (BMA), in cooperation with Natl. Environment Board, Fine Arts Dept. & Traffic Police, plans build 2 traffic tunnels at Phramane Ground in Bangkok as means of relieving traffic congestion. Expected that tenders for construction will be invited in February. Est. construction cost $750,000. Direct inquiries to Sakolchit Panomwan Na Ayudhya, Deputy Governor, Bangkok Metropolis Administration, Din Saw Rd., Sao Ching Cha, Bangkok 2.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Chemical products

2899529—AUSTRIA—Agency sought for Austria & possibly Switzerland for large fireworks, signal flares, flare cartridges for caliber 4, smoke signals for parachutists. Medium-sized mfr. & distrib. of pyrotechnic articles. Documented offers with L/C or open account terms of payment preferred. Reply to—Mr. Schult, Erich Liebenwein-Schult GmbH. KG, Schiesstattallee 12, A-9300 St. Veit A.D. Glan, Austria. Cable PYRO-LIEBENWEIN; tel. (4212) 2103; telex 4225121.

2899572, 3861739—PHILIPPINES—Firm seeks agency or licensing agreement for stamp pad ink as well as drafting film & tracing film. Reputable importer, distrib. & mfg. of office & school supplies, artists' supplies & engineering/architectural materials & supplies. Management wishes receive offers from mfgs./suppliers for representation on exclusive basis. Reply to—Rufino Y. Luna, Pres., Pioneer Stationers Inc., Pioneer Bldg., 80 Ramon Magsaysay Blvd., San Juan, Metro Manila, Philippines. Cable RUFLUN MANILA.

Fabricated metal products

3499454—UNITED KINGDOM—Overseas representation opportunity for metal ironing boards. Co. estab. 1968, acts as importer/distributor of ironing board tables & covers, laundry accessories for the home & kitchenwares. Seeks new U.S. lines to extend product range. Able to offer full selling & accounting services, facilities for warehouse-stocking & distribution. Ref.: National Westminster Bank Ltd., Marlow, Bucks. Reply to—John R. Edwards, John R. Edwards & Co., P.O. Box 13, Marlow, Bucks SL7 3NR, U.K. Tel. (06284) 3104.

Instruments for measurement, analysis & control

3824498—SWEDEN—Agency/distrib. for fuel consumption meters. Large company is importer, agent & distrib. of machine tools for automotive industry & vulcanizing shops, & motor vehicle parts & accessories. Co. estab. 1888, has share capital of SKR 1 million & employs 170. According to local credit sources, is financially sound & has met payments promptly. Recommended trade contact. Reply to—Tim Wallner, Aug. Huzell Aktiebolag, Box 77, S-651 03 Karlstad, Sweden. Cable HUZELLS; telex 66039 HUZELLS S; tel. 054/18 51 20.

3825374, 3679012 — FRANCE — Overseas distributorship for low & high pressure transducers & high temperature pressure transducers. Estab. 1947, employs 1,300. Manufactures & distributes aircraft stabilizers & various electric & electronic control instruments. Annual sales volume 2.773 million francs. Bank ref. Credit Lyonnais, 91301 Massy. Would consider licensing arrangement. Good commercial reputation. Reply to—M. Claude Jouvenot, Chief Technical Dept., Societe De Fabrication D'Instruments De Mesure, 13 Ave. Ramolfo Garnier, 91301 Massy, France. Telex 692164F SFIM; tel. 010 80 90.

Motion picture production, distrib.

7813000—BAHRAIN—Educational & industrial motion pictures. Swiss firm with U.K. & U.S. participation headquartered in Bahrain, is designing & conducting management/supervisor-level training courses for private & public sector organizations throughout Gulf region. Has encountered difficulty securing appropriate training software in Bahrain. Wishes handle U.S. lines of educational software for own use and to sell to customers as they begin to develop own training programs. Firm also willing to handle hardware items such as video viewers, projectors and catalogers. Reply to Warren C. Hegg, Asst. Mng. Dir., Executive Development Institute, P.O. Box 5882, Manama.

SUBSCRIPTION ORDER FORM

ENTER MY SUBSCRIPTION TO *Commerce America*
at $22.00. Add $6.00 for foreign mailing. No additional postage is required for mailing within the United States and its possessions.

Send Subscription to:

NAME—FIRST, LAST

COMPANY NAME OR ADDITIONAL ADDRESS LINE

STREET ADDRESS

CITY | STATE | ZIP CODE

(OR COUNTRY)

PLEASE TYPE OR PRINT

☐ Remittance Enclosed
(Make checks payable to Superintendent of Documents)

☐ Charge to my Deposit Account No._____

MAIL ORDER FORM TO:
Superintendent of Documents
Government Printing Office
Washington, D.C. 20402

☆ U.S. Government Printing Office: 1977, 240-851/7

Main Commerce, 14th Street and Constitution Ave., NW., Washington, D.C. 20230, (202) 377-2000

U.S. DEPARTMENT OF COMMERCE

JUANITA M. KREPS, Secretary of Commerce

SIDNEY HARMAN, Under Secretary of Commerce

Secretarial Officers

Frank A. Weil, Asst. Secretary for Domestic and International Business

Robert J. Blackwell, Asst. Secretary for Maritime Affairs (Maritime Administration)

Courtenay M. Slater, Chief Economist

Jerry J. Jasinowski, Asst. Secretary for Policy

Elsa A. Porter, Asst. Secretary for Administration

Fabian Chavez, Jr., Asst. Secretary for Tourism (U.S. Travel Service)

Anne Wexler, Deputy Under Secretary for Regional Affairs

Charles L. Haslam, General Counsel

Jordan J. Baruch, Asst. Secretary for Science and Technology

Robert T. Hall, Asst. Secretary for Economic Development

Heads of Operating Units

Richard A. Frank, National Oceanic and Atmospheric Administration

Manuel D. Plotkin, Bureau of the Census

John M. Richardson, Office of Telecommunications

Howard D. Tipton, National Fire Prevention and Control Administration

George Jaszi, Bureau of Economic Analysis

John P. Kearney, Office of the Ombudsman

William T. Knox, National Technical Information Service

Lutrelle F. Parker, Acting, Patent and Trademark Office

Ernest Ambler, Acting, National Bureau of Standards

Randolph T. Blackwell, Minority Business Enterprise

Regional Secretarial Representatives

Frederick A. Schenck, New York City—(212) 264-5647

Frederick A. Ricci, Philadelphia—(215) 597-7527

Paul E. Hemmann, Atlanta—(404) 881-3165

Helen M. Keyes, Boston—(617) 223-0695

Dr. Allen C. Haile, San Francisco—(415) 556-5145

Dr. Gayle P. W. Jackson, Kansas City—(816) 374-3961

Stephen L. R. McNichols, Denver—(303) 327-4285

Edward L. Coker, Dallas—(214) 749-2891

Leonard W. Saari, Seattle—(206) 442-5780

Loren A. Wittner, Chicago—(312) 353-0340

District Offices

Albuquerque, N.M., 87102, 505 Marquette NW, Suite 1015 (505) 766-2386.

Anchorage, 99501, 632 Sixth Ave., Hill Bldg., Suite 412 (907) 265-5307.

Atlanta, 30309, Suite 600, 1365 Peachtree St., N.E. (404) 881-7000.

Baltimore, 21202, 415 U.S. Customhouse, Gay and Lombard Sts. (301) 962-3560.

Birmingham, Ala., 35205, Suite 200-201, 908 S. 20th St. (205) 254-1331.

Boston, 02116, 10th Floor, 441 Stuart St. (617) 223-2312.

Buffalo, N.Y., 14202, Room 1312, Federal Bldg., 111 W. Huron St. (716) 842-3208.

Charleston, W.Va., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. (304) 343-6181, Ext. 375.

Cheyenne, Wyo., 82001, 6022 O'Mahoney Federal Center, 2120 Capitol Ave (307) 778-2220, Ext. 2151.

Chicago, 60603, Room 1406, Mid-Continental Plaza Bldg., 55 E. Monroe St. (312) 353-4450.

Cincinnati, 45202, 10504 Federal Office Bldg., 550 Main St. (513) 684-2944.

Cleveland, 44114, Room 600, 666 Euclid Ave. (216) 522-4750.

Columbia, S.C., 29204, Forest Center, 2611 Forest Dr. (803) 765-5345.

Dallas, 75242, Room 7A5, 1100 Commerce St. (214) 749-1515.

Denver, 80202, Room 165, New Custom House, 19th and Stout Sts. (303) 837-3246.

Des Moines, Iowa, 50309, 817 Federal Bldg., 210 Walnut St. (515) 284-4222.

Detroit, 48226, 445 Federal Bldg., 231 W. Lafayette (313) 226-3650.

Greensboro, N.C., 27402, 203 Federal Bldg., W. Market St., P.O. Box 1950. (919) 378-5345.

Hartford, Conn., 06103, Room 610-B, Federal Office Bldg., 450 Main St. (203) 244-3530.

Honolulu, 96850, 4106 Federal Bldg., 300 Ala Moana Blvd., P.O. Box 50026 (808) 546-8694.

Houston, 77002, 2625 Federal Bldg., 515 Rusk Ave. (713) 226-4231.

Indianapolis, 46204, 357 U.S. Courthouse & Federal Office Bldg., 46 E. Ohio St. (317) 269-6214.

Los Angeles, 90049, Room 800, 11777 San Vicente Blvd. (213) 824-7591.

Memphis, 38103, Room 710, 147 Jefferson Ave. (901) 521-3213.

Miami, 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. (305) 350-5267.

Milwaukee, 53202, 605 Federal Office Bldg., 517 E. Wisconsin Ave. (414) 291-3473.

Minneapolis, 55401, 218 Federal Bldg., 110 S. Fourth St. (612) 725-2133.

New Orleans, 70130, Room 432, International Trade Mart, 2 Canal St. (504) 589-6546.

New York, 10007, 37th Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. (212) 264-0634.

Newark, N.J., 07102, Gateway Bldg. (4th floor) Market St. & Penn Plaza (201) 645-6214.

Omaha, Neb., 68102, 1815 Capitol Ave., Suite 703A (402) 221-3665.

Philadelphia, 19106, 9448 Federal Bldg., 600 Arch St. (215) 597-2850.

Phoenix, Ariz., 85073, 2950 Valley Bank Center, 201 N. Central Ave. (602) 261-3285.

Pittsburgh, 15222, 2002 Federal Bldg., 1000 Liberty Ave. (412) 644-2850.

Portland, Ore., 97204, Room 618, 1220 S.W. Third Ave. (503) 221-3001.

Reno, Nev., 89509, 2028 Federal Bldg., 300 Booth St. (702) 784-5203.

Richmond, Va., 23240, 8010 Federal Bldg., 400 N. 8th St. (804) 782-2246.

St. Louis, 63105, 120 S. Central Ave. (314) 425-3302.

Salt Lake City, 84138, 1203 Federal Bldg., 125 S. State St. (801) 524-5116.

San Francisco, 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave., (415) 556-5860.

San Juan, P.R., 00918, Room 659, Federal Bldg., Chardon Ave. (809) 753-4555.

Savannah, 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. (912) 232-4321, Ext. 204.

Seattle, 98109, 706 Lake Union Bldg., 1700 Westlake Ave. North (206) 442-5615.

U.S. GOVERNMENT PRINTING OFFICE
ASSISTANT PUBLIC PRINTER
(SUPERINTENDENT OF DOCUMENTS)
WASHINGTON, D.C. 20402

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE, $300

POSTAGE AND FEES PAID
U.S. DEPARTMENT OF COMMERCE
201

Controlled Circulation

U.S.MAIL

ARE YOU READY FOR THE BIGGEST CUSTOMER IN THE WORLD?

CRTD SER#100SA1S$DUE0:2R
SERIALS DEPT
XEROX UNIV MICROFI-M
300 N ZEEB RD
ANN ARBOR MI 48106

No matter how small your firm or specialized your product, you just might be making something the U.S. Government needs. And if you're selling, we could be buying.

Or, we could be selling to you. Government surplus is often available at bargain prices—and can include anything from box cars to typewriters.

All over the country, firms like yours are doing business with us. Shouldn't you be? Find out what we're buying and selling—every day—by subscribing to **Commerce Business Daily,** the Department of Commerce publication for businesses interested in selling to, buying from, or making business proposals to the Federal Government.

Get the latest information on • requests for bids and proposals • procurement reserved for small businesses • prime contracts awarded • contractors seeking subcontract assistance • upcoming sales of surplus property.

In addition, **Commerce Business Daily** regularly lists research and development leads and information on foreign business opportunities.

Fill in the order blank to start your subscription today.

(please detach here)

Subscription Order Form

ENTER MY SUBSCRIPTION TO **Commerce Business Daily** C41.9 at ☐ $105 first class mail; ☐ $80 second class mail.

☐ Remittance Enclosed **(Make checks payable to Superintendent of Documents)**

☐ Charge to my Deposit Account No.

Send Subscription to:

NAME-FIRST, LAST

COMPANY NAME OR ADDITIONAL ADDRESS LINE

STREET ADDRESS

CITY | STATE | ZIP CODE

PLEASE PRINT

MAIL ORDER FORM TO:
Superintendent of Documents
Government Printing Office
Washington, D.C. 20402